

TUESDAY APRIL 26 1983

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THE TIMES Tomorrow

The "wings" under the Charing Cross arches are not renowned for their love of cricket, yet they are welcomed through the hallowed Grace Gate of Lord's. In tomorrow's Spectrum, as a new season opens, Rupert Morris describes how they and many others combine to preserve the Mecca of the game.

On the Wednesday Page, Penny Patrick talks to Katharine Moore, who celebrated her eighty-fifth birthday yesterday — with the publication of her first novel.

France to boycott US summit

France intends to boycott a Paris summit of the seven leading Western states called by the US Administration. M. Claude Cheysson, the French Foreign Minister, made clear his opposition to such institutionalized meetings after EEC foreign ministers discussed in Luxembourg, worsening transatlantic relations.

Trade imperialism, page 6

Pound closes up 2.05 cents

The pound ended 2.05 cents up against the dollar at \$1.5660 and reached its highest point this year on its trade-weighted index, up 0.8 at \$8.40, on reports of oil price rises from Russia and Egypt.

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Reagan hint

President Reagan's reversal of his ban on grain negotiations with the Soviet Union is seen as a further indication that he intends to seek another presidential term.

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Roach warning

Police fear the likelihood of further disorder in east London if the Colin Roach inquest is moved to a larger venue, the High Court was told.

Page 2

Spencer's bill

Lord Spencer has been ordered to pay £1,000 to a woman whose dog was shot by his gamekeepers.

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Prince's paths

The Prince of Wales has asked Gloucestershire County Council to move two footpaths which skirt his Highgrove estate to prevent sightseers looking into the grounds.

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Guerrilla gains

Guerrillas in El Salvador can now move freely and attack military and civilian targets with relative ease, according to US and Salvadorean government officials.

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Walesa fear

Mr. Lech Walesa returned to work in the Gdańsk shipyards voicing fears of being arrested in the May Day demonstrations "which could be a trap for me".

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Swing to greens

Dr Bruno Kreisky, the outgoing Austrian Chancellor, has attributed his defeat in Sunday's poll partly to a swing to the two "green" parties.

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Harrods blow

The main board of the House of Fraser suffered a legal defeat in its battle to stop the demerger of Harrods.

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Tutor for Bruno

Floyd Patterson, the former world heavyweight boxing champion, has arrived in London to tutor Frank Bruno, Britain's unbeaten heavyweight prospect.

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Business News, page 17

Computer Horizons, Information Technology and Particulation; Hanover Fair report; Software at the Town Hall.

Pages 23-27

Leader page 13

Letters: On Hitler diaries, from the Chief Rabbi, and Mr D. L. Newcombe; public records, from Lord Teviot; industrial recovery, from the Bishop of Lincoln.

Leading articles: Kreisky; Alliance leadership; Probation officers strike.

Features, pages 8, 9, 12. Is there a future for the BBC? looking left, right and centre with the Alliance; in place of prison; Spectrum: Dag Hammarskjöld and the UN double standard; Fashion: postman's knock with that touch of class.

Obituary, page 14. Sir Ralph Turner, Rolf Stomelen.

Home News, 24; Law Report, 22

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Plan to raise discount for council home buyers angers Labour

By Philip Webster, Political Reporter

The Government is planning to increase from 50 to 60 per cent the maximum discount paid to tenants who buy their homes from their local councils.

In what its opponents described last night as an electioneering move, the Government's intentions were revealed in amendments tabled for the Housing and Building Control Bill, which begins its committee stage in the Lords today.

Under the existing "right to buy" legislation people who have been tenants for three years can buy at a 33 per cent discount. The discount increases by 1 per cent for each additional year up to present maximum of 50 per cent for 20 years' tenancy.

The new proposal increases that maximum to 60 per cent, but the tenant would require extra years of tenancy to qualify. A 30-year tenant would get the full 60 per cent.

Up to 40,000 tenants could benefit. The number of tenants with between 20 and 30 years' tenancy is about 300,000, a further 100,000 have over 30 years' tenancy.

The plan surprised the Opposition. Mr Gerald Kaufman, Labour's chief environment spokesman told *The Times* last night: "Mrs Thatcher must really be desperate. She is now going through all the departments asking what stunts, gimmicks and bribes they can invent."

The move was seen by Labour peers last night as likely to increase the likelihood of the Government being defeated in the Lords today over its proposals to extend the "right to buy" to tenants of housing charities, which is encountering strong opposition in all parties and the voluntary housing movement.

The Earl of Selkirk, a former Conservative minister, Lady Birley, of the Labour front bench, Lord Evans of Clifton, of the SDP-Liberal Alliance, and Lord Godman, a former chairman of the Housing Corporation, have tabled an amendment to delete the controversial clause 2 from the Bill, and are thought to have a good chance of success.

There was little support for the clause in the recent Lords second reading debate on the Bill. Opponents have attacked the plan because, they say, it will diminish the stock of rented housing available for poor and deprived groups.

About 100,000 homes owned by associations, including the Guinness and Peabody trusts could be affected.

Lady Birley said yesterday that if the clause was allowed to stand it would mean that houses built by charities to help those in greatest need would be sold at an effective loss and they would no longer be available to help those who still desperately needed rented accommodation.

The whole basis of these housing associations was to help people in need, not those who could afford to buy the homes at big discounts. With discounts now going up to 60 per cent apparently, there will be even less left to spend on replacing the stock," she said.

In the second reading debate Lord Goodman said if the Lords had a useful function to exercise it should have no hesitation in seeing the end of this "appealing clause 2."

There was little support for the clause in the recent Lords

New inquest on Calvi set for June

By Our Labour Correspondent

A new inquest into the death of Signor Roberto Calvi, the Italian banker who was found hanging under a London bridge last year, will be held on June 13. The High Court last month quashed a majority verdict of suicide returned at a City of London inquest last July, saying that the jury was misdirected from an open verdict and the hearing should have been adjourned because of the large amount of evidence.

The new inquest will be held by Dr Arthur Gordon Davies, the Southwark coroner, who conducted the stormy inquest into the death of 13 young people in a house fire in Deptford two years ago. It is expected to last for three days and will include fresh evidence from Signor Calvi's family alleging that he was murdered.

Fall victim gets parents' house

The parents of an accident victim are to give him their house in compensation for injuries he suffered when he fell 10ft while working for his father.

The agreement was reached in the High Court in London yesterday.

Gen Moore, now aged 25, who suffered brain damage in the fall is cared for at his parents' home in Kings Farm Avenue, Richmond, Surrey, which is being made over to him. He will also receive agreed damages of £50,000.

Little hope for anti-hunt Bill

A Bill aimed at ending hunting will be published next month by Mr Kevin McNamara, a Labour parliamentary spokesman on defence and disarmament and member of the League Against Cruel Sports. Although his 10-minute rule Bill is certain to fail, the league hopes that it will be used as a base for legislation by a future government opposed to hunting.

Mr McNamara wants to amend the Cruelty to Animals Act, 1971, so that it will cover wild as well as captive animals.

MP threatens to sue over seat

Conservative Party leaders in north-west Cumbria have been given until Thursday to accept the nomination of Sir Anthony Meyer, MP for Flint, West, as prospective candidate for the new seat, or face High Court action.

Sir Anthony, who handed in his nomination papers last Friday, says that if his name is not accepted with that of Miss Beata Brookes he is to put to the meeting of members at Abergele, on May 9, he may issue a writ.

RAF man dies

Junior Technician Stephen Vincent, aged 23, who had been involved in a fight between rival units at an RAF base in Cyprus and then flown back to Britain, died in the Radcliffe Infirmary, Oxford, yesterday.

Peace protest

Anti-nuclear protesters blocked the entrance of the United States Air Force base at Mildenhall in Suffolk yesterday.

Correction

An agency report on April 20 of a London Bankruptcy Court hearing stated that George Best, the footballer, had an interest in a Scottish company. The company was Manchester-based. Mr Best's biography, *Where Do I Go From Here?* was not written by Michael Parkinson, although he wrote an earlier biography.

Labour gets ready for June election

By Paul Routledge
Labour Editor

Opinion among senior Labour politicians and union leaders over the likely general election date is hardening in favour of June.

That was the consensus emerging from the TUC-Labour Party Liaison Committee yesterday when the two wings of the labour movement met to discuss joint policy making in the run up to the campaign.

Shadow cabinet members, representatives of the Labour Party national executive and union leaders seized on the gloomy survey of employment prospects published two weeks ago by the National Economic Development Council (NEDC) as useful political ammunition against Mrs Margaret Thatcher's Government.

The report showed that many industries were threatened by a "tidal wave of imports" which, if not checked, would lead to a big balance of payments crisis, the liaison committee said in a statement.

"The NEDC report, based on industry's own assessment, totally refutes the bogus and precarious optimism of the Government and the CBI on prospects for British industry on unchanged policies."

Mr Len Murray, the TUC general secretary, said the Government should not be allowed to let the report "disappear".

On defence, Mr Denzil Davies, MP, said Labour should present itself as the party with a strong but non-nuclear defence policy and the one which was working on a policy to provide alternative employment for workers facing displacement by defence industry spending cuts.

The executive also decided that if local authority employers take any disciplinary action against firemen, should the strike go ahead, the union would call an all-out indefinite dispute.

Union leaders and Labour politicians are now looking forward to the May 6-7 strategy conference in Surrey where the labour movement will plan the exact form of polices to be put before the electorate.

TUC fees to rise

The TUC is putting up its affiliation fees by 26 per cent to staff off a threatened £1m deficit next year caused by failing trade union membership.

The increase, approved yesterday by the TUC's Finance and General Purposes Committee, will take effect in two stages and is designed to leave the trade union movement's national centre with a current account reserve of £400,000 at the end of 1985.

More than 100 unions paying 47.5p a head affiliation fee will be asked to pay 55p from January 1, 1984, and 60p from the beginning of 1985.

The higher subscriptions are likely to bring in an extra £750,000 next year, taking the TUC's annual income to the £6.5m mark.

The TUC's full general council will be asked to approve the two-step subscription increase at its monthly meeting tomorrow.

Figures for 1979, Labour's last year of office, showed 12,172,508 people belonging to affiliated organizations. That fell to 11.6 million in 1981, and 11 million last year. Figures to be released in September will show a further fall to about 10.5 million.

The hearing continues today.

Tuite appeal in Dublin

A move to quash the first conviction by a court in the Irish Republic for a terrorist-linked offence in England was started yesterday in Dublin.

Gerard Anthony Tuite, aged 27, appealed at the Court of Criminal Appeal against conviction for possessing explosives at an address in Tralee Road, Greenwich, London, with intent to endanger life or cause serious injury to property between June 1, 1978 and March 1, 1979.

Tuite, from Mountnugent, Co Cavan, was jailed for 10 years last year by Dublin's anti-terrorist Special Criminal Court after he was recaptured in the republic after escaping from Brixton prison.

Mr Sean MacBride, his lawyer said that the appeal would cover several important issues.

He argued that it was never

the state's intention, when setting up the Special Criminal Court, which has no juries, to use it to try extra-territorial offences.

When Mr Justice McCarthy pointed out that the lower court had offered Tuite the choice of going to England and standing trial there, Mr MacBride replied that the defence had opted for a trial by a judge and jury in Dublin. He said that, if tried in England Tuite would have appeared before a judge and jury.

The hearing continues today.

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Overmanning on too many British ships

SHIPPING

A representative sample shows that in too many cases British merchant vessels are frequently some 25 per cent and more overmanned compared with their best European competitors, Mr Iain Spratt, Under Secretary of State for Trade, told the Commons at question time. He added that this was something with which the Merchant Navy, if it was to remain competitive, could not continue. It also also affects those world markets where it could succeed.

Mr Kenneth Woerner, an Opposition spokesman on trade (Barley and Morley, Lab), had asked what assessment he had made of the level of manning and other costs on United Kingdom merchant shipping compared with those of other European merchant fleets.

Mr Spratt: My assessment is that the greatest variation of cost between our own and other European merchant fleets arises from the cost of manning. Manning is of course an important determinant of crew costs, as rates of pay, frequencies of crew change and length of paid leave.

Mr Woerner: Was *The Times* of March 30 correct in outlining the list of issues he has asked his officials to consider? If this purpose is much more wide-ranging, will he announce the total failure of the Rayner approach to shipmanaging?

Mr Spratt: I could ensure that a detailed inquiry is conducted impartially and jointly with all sides of industry under terms of reference that enable it to consider the problem of low-rate flags of convenience and detail governmental financial and non-financial support to merchant shipping in other countries — measures which this Government has failed to put forward while the merchant shipping industry is collapsing?

Mr Spratt: I cannot be expected to keep in my head every word *The Times* printed on March 30. It said I was going to do a proper analysis of the Merchant Navy by comparison with our best European competitors. That is what we are going to do.

Mr John Prescott (Kingston upon Hull, East, Lab): To say that he will conduct an inquiry is a curious way to announce to the House that he has arrived at the conclusion of 25 per cent overmanning.

Will he make sure that his inspectors do not continue to reduce crews on small vessels while the inquiry is under way. Can he assure us that the Rayner inquiry, which recommended a cut-back on

coastguards, will be disbanded and that he will abandon the idea of charging people for being rescued?

Mr Spratt: I would hope to come to some conclusions on the Rayner review by about the end of June.

During earlier questions about Mr Spratt's March statement on Government policy towards merchant shipping, Mr Albert McFadden (Preston, Lab, C) had said that all sensible observers of the shipping industry agreed with Mr Spratt's refreshing and robust actions taken in support of the industry.

He was assured by Mr Peter Archer, chief Opposition spokesman on trade, that there was also support for the proposition that the United States' claim to impose anti-trust legislation on an extra-territorial basis was indefensible.

Mr Iain Spratt also praised the splendid performance of British Airways in the last year for their amazing turn-round from loss into profit, when he said he expected to receive British Airways' annual report for 1982-83 in the second half of June.

Mr John Maxton (Glasgow, Cathcart, Lab) asked: Does he believe that a capital reconstruction or the write-off of British Airways' debts is an essential prerequisite to fulfil his personal ambition to sell off British Airways to the private sector?

Why does he not come clean and tell the public that it is his and the Government's intention to use up to £800m of taxpayers' money to write off British Airways' debts in order to

achieve his personal ambition of mine, which is shared by the entire Government, to

sell off British Airways as soon as possible.

As for capital reconstruction, the Government has not made up its mind on this particular aspect yet.

Mr Kenneth Warren (Hastings, C)

Whilst welcoming the substantial progress made by British Airways towards success in the financial world, would he bring to bear the maximum effort from his Department on the United States Government to try to stop the stupid actions now being pursued by lawyers in the United States to put the blame for the unfortunate end of British Airways on to British Airways and British Caledonian?

Mr Spratt: I am glad to have his praise for the splendid performance of British Airways in the last year, which I look forward to hearing from Labour MPs on this amazing turn-round from loss into profit. A high priority decision-making in the Department of Trade starts negotiations in Washington tomorrow on the other matter.

Mr Kenneth Woerner, an Opposition spokesman on trade (Barley and Morley, Lab) asked: Does he need no lessons on supporting nationalised industries. We are pleased to see nationalised industries prospering. But what a pity this Government seems determined to turn all nationalised industries as soon as they appear to be making a profit for the taxpayer?

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achieve his personal ambition of mine, which is shared by the entire Government, to

sell off British Airways as soon as possible.

Mr Spratt: I am grateful for what he has just said. My officials begin in Washington tomorrow to point out to the United States that we already have an agreement, Burmuda II, under which these matters should be settled.

They were seeing an increasingly rigorous attitude applied to one class of society and an increasingly relaxed attitude to the other. Those two reactions could not be without severe social consequences.

They had to consider the Government's belief that reductions in taxation were needed to help the market economy. The idea had won many votes on the basis that it would provide jobs; that tax relief would provide both incentive and reward and the good old nineteenth century would be

recreated.

The lower paid had been promised lower taxes, but in their case they had failed to do so.

The reductions in higher rates had been intended to reduce tax avoidance, but he noted that tax havens were flourishing as never before. Tax avoidance schemes were being produced with ingenuity and the Government's enthusiasm to curtail them was rather less than had been shown by the previous Government.

The Labour Government had moved towards a smooth progression in tax rates by having rates of 25 per cent, 33 per cent and 40 per cent. If this Government had

picked up the ball.

In 1979 the Government since 1979 had handed out to rich people nearly £3,000m in tax concessions. This was equivalent to a £3 increase in child benefit for every child in the United Kingdom.

Mr William Hamilton (Central Fife, Lab) said the Government was clearly looking after the wealthy and penalising the poor. That was what conservatism was about.

Mr Leon Brittan, Chief Secretary to the Treasury, said the amendment would reinstate the lower rate band at a cost of £50m in a full year.

The tax threshold in the financial year 1983-84 would be 6 per cent higher in real terms than in the financial year 1978-79.

The percentage of income going on income tax was lower than in 1978-79 for people on three-quarters of average earnings.

Of course the position of national insurance contributions led to a different outcome. But most people would regard it as desirable that the increase in benefits in real terms that had also taken place during the period should have taken place and, therefore, had to be paid for.

This year the Government was in a position to reduce the tax burden, it was felt, rightly, that priority should be given to reducing the tax burden on industry rather than on the individual. That was reflected in the reduction of the national insurance surcharge from 3½ per cent to 1 per cent.

This year the Government was able to improve the position for the individual and that was why the allowances had gone up to the extent they had.

Most important, real net earnings take-home pay, were substantially higher than in 1978-79 for tax payers at all levels.

It was desirable that any money available to assist those in the lower range of the tax scale should be used to increase allowances rather than to introduce a reduced rate band which would give less benefit to the lowest earners.

The amendment was rejected by 245 votes to 170 — Government majority, 75.

Difficulties in making demonstrators pay

HOUSE OF LORDS

The Government is considering the suggestion that demonstrators should contribute to the cost of policing their demonstrations, but the practical difficulties seemed formidable. Lord Elton, Under Secretary of State, Home Office, said in the House of Lords during question time:

In reply to a question from Lord Beloff (C), Lord Elton said an estimated £25,000 in extra manpower costs would arise as a result of the anti-nuclear demonstrations in the Thames Valley Police area during the Easter period.

Lord Beloff: The loyal and patriotic citizens of the Thames Valley strongly disapprove of these activities which are conducted for the benefit of Soviet television, and believe it adds injury to insult to expect them to pay for them.

The investigations into the possibility of making the instigators

pay for their actions in the not too distant future.

Parliament today Commons (2.30): Debate on Opposition motion on local government and community services. Lords (2.30): Housing and Building Control Bill, committee, first day.

The police Bill: 2

Critical hours in detention

A new statutory scheme governing detention of suspects in police custody, backed by codes of practice on how suspects should be questioned and treated, forms the central part of the Police and Criminal Evidence Bill.

Although the detention proposals have been significantly modified after widespread criticism, they remain one of the Bill's most contentious issues, particularly as the Bill omits the proposal of the Royal Commission on Criminal Procedure for nationwide tape-recording of police interrogations.

The Bill lays down an absolute limit on detention without charge of 96 hours. But the Government has changed its original proposal, that detention beyond 24 hours and up to 48 hours could be authorized by a single magistrate.

Now, in the case of a "serious arrestable offence", detention beyond 24 hours, up to 36 hours can be authorized by a police superintendent, but thereafter must go before a full magistrates' court with the suspect present and represented.

But the Criminal Bar Association says that in real terms that is a "retreat" as it "extends detention without outside control by 50 per cent". Nor is the proposed review by a police officer of the detention an effective control, it says. Both it and the Law Society want a 24-hour limit on detention before an outside review, with a maximum limit of 72 hours.

Access to a solicitor, in the case of a serious arrestable offence, can be refused for up to 36 hours where a superintendent reasonably believes that will lead to interference with evidence, harm to others, alerting of others involved, or hinder recovery of the booty.

That, too, is criticized in

Call for more money to be spent on sewers

A call for substantially increased investment in sewer repair was for them should not be inhibited by references to freedom of speech which is in no way involved.

Lord Elton: I have always thought the inhabitants of the Thames Valley, where I was born, were particularly strong on good sense in this matter.

As to the requirement for payment, we are considering the suggestion that those who demonstrate should contribute in the review of the Public Order Act 1986 and related legislation. We sympathize with the feelings expressed but the practical difficulties do seem formidable.

The Home Secretary hopes to announce the conclusions of the review in the not too distant future.

Parliament today Commons (2.30): Debate on Opposition motion on local government and community services. Lords (2.30): Housing and Building Control Bill, committee, first day.

The police Bill: 2

Too many foreign cars and foreign parts

Fear that the United Kingdom car industry would degenerate into an assembly-only motor industry assembling other people's cars using other people's components was expressed by Mr Leslie Hinchliffe (Nuneaton, C) when he sought a statement on the overall balance of trade for the motor vehicle industry.

Lord Cleddwy of Penrhys, leader of the Opposition peers, said the water industry must strive for better management and a better application of resources.

The state of Britain's water mains and sewerage is essential that appropriate resources were made available. The water authorities would not be able to do the job without the money.

Lord Nugent of Glandford (C), former chairman of the National Water Council, said the report had made clear that the water industry was not spending enough on research. Compared with other major industries there was a striking disparity in the size of the research capacity behind this enormously important water industry.

Will he not accept some kind of legislation will be necessary in this country, as has already been introduced in other countries, to ensure that we do not degenerate into an assembly-only industry?

Mr Rees: He must appreciate that the British public are being invited to buy German-made Ford and Vauxhall cars under the impression they are buying British? Would he take steps to ensure that identifying marks on cars are displayed prominently and so that the consumer knows what it means?

Mr Rees: He must appreciate there are European regulations which must be taken account of before his solution is adopted.

At the same time as he was doing that, the Chancellor was giving relief to the highest paid. Rightly, he said, the history of the United Kingdom had been such a stark contrast between what was given to the wealthy and what was taken away from the poor.

The argument had been put forward that it was better to raise the low paid by raising thresholds rather than by a lower rate of tax. But increases in allowances one year, in part if not all, would be eroded by

Minister rejects call for 25pc tax band

FINANCE BILL

The tax system increasingly mirrors the class division in society. Mr Robert Sheldon (Ashton-under-Lyne, Lab), an Opposition spokesman on Treasury and economic affairs said at the beginning of the debate on committee stage of the Finance Bill:

He was moving an amendment to reduce the income tax on the first £750 of taxable income to 25 per cent from the present 30 per cent. Mr Sheldon said that all tax changes introduced by the Government had increasingly mirrored the class division.

They were seeing an increasingly rigorous attitude applied to one class of society and an increasingly relaxed attitude to the other. Those two reactions could not be without severe social consequences.

They had to consider the Government's belief that reductions in taxation were needed to help the market economy. The idea had won many votes on the basis that it would provide jobs; that tax relief would provide both incentive and reward and the good old nineteenth century would be

recreated.

The lower paid had been promised lower taxes, but in their case they had failed to do so.

The reductions in higher rates had been intended to reduce tax avoidance, but he noted that tax havens were flourishing as never before. Tax avoidance schemes were being produced with ingenuity and the Government's enthusiasm to curtail them was rather less than had been shown by the previous Government.

The Labour Government had moved towards a smooth progression in tax rates by having rates of 25 per cent, 33 per cent and 40 per cent.

Mr Frank Field (Birkhead, Lab) said the Government should support the amendment as it would be one way of helping to redeem its election promises. The Government had won many votes on the basis that it would tax the rich.

Mr John Horans (Gateshead, West, SDP) said high taxation was being paid by people on very low incomes, those least able to pay. So he supported even these inadequate amendments.

Mr Dale Campbell-Savours (Worthing, Lab) said that after five Budgets the rich had paid less and less and the lower paid and those paying the standard rate of tax had picked up the bill.

In 1979 the Government since 1979 had handed out to rich people nearly £3,000m in tax concessions. This was equivalent to a £3 increase in child benefit for every child in the United Kingdom.

Mr William Hamilton (Central Fife, Lab) said the Government was clearly looking after the wealthy and penalising the poor. That was what conservatism was about.

Mr Leon Brittan, Chief Secretary to the Treasury, said the amendment would reinstate the lower rate band at a cost of £50m in a full year.

The tax threshold in the financial year 1983-84 would be 6 per cent higher in real terms than in the financial year 1978-79.

The percentage of income going on income tax was lower than in 1978-79 for people on three-quarters of average earnings.

Of course the position of national insurance contributions led to a different outcome. But most people would regard it as desirable that the increase in benefits in real terms that had also taken place during the period should have taken place and, therefore, had to be paid for.

This year the Government was in a position to reduce the tax burden, it was felt, rightly, that priority should be given to reducing the tax burden on industry rather than on the individual. That was reflected in the reduction of the national insurance surcharge from 3½ per cent to 1 per cent.

This year the Government was able to improve the position for the individual and that was why the allowances had gone up to the extent they had.

Most important, real net earnings take-home pay, were substantially higher than in 1978-79 for tax payers at all levels.

It was desirable that any money available to assist those in the lower range of the tax scale should be used to increase allowances rather than to introduce a reduced rate band which would give less benefit to the lowest earners.

The Chancellor completely failed to understand that it was the people in this category to whom the extra money was essential. They were the most disadvantaged in society and most appreciated the small difference in their incomes.

At the same time as he was doing that, the Chancellor was giving relief to the highest paid. Rightly, he said, the history of the United Kingdom had been such a stark contrast between what was given to the wealthy and what was taken away from the poor.

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When all the questions have been answered the computer will automatically figure out monthly and yearly heating and cooling energy consumptions or suitable energy saving measures.

For example, if the householder sets a £500 spending limit, the microcomputer will say if it is worth doing anything at all.

Computer tells how to cut fuel bills

<p

Walesa goes back to his job fearing May Day rally arrest

Gdansk (AFP) - Mr Lech Walesa said yesterday that he believed he might be arrested for taking part in counter-demonstrations on May 1 called for by the underground leadership of Solidarity, the outlawed union that Mr Walesa heads.

Mr Walesa, in remarks to foreign correspondents as he reported to the Gdansk shipyards for his first day at work in seven years, said:

"I will be there, along with the working masses, but this demonstration could be a big trap for me," he said. "I run the risk of being arrested, not on May 1 but very soon afterwards, on the second, for example."

Mr Walesa later reported at the shipyards for a compulsory medical examination, before being allowed to return to his old job as electrician, for the first time since he was dismissed for union activities in 1976.

In the interview, Mr Walesa also said his return would "help rather than hinder" his activities as a union activist.

He confirmed that he would not join any of the new unions, which the authorities have tried to impose on the workers in the six months since Solidarity was outlawed. "I have taken an oath to remain faithful to Solidarity," he said.

He was asked about the arrest of Mr Jozef Pimor, one of the five underground Solidarity leaders and head of the

Wroclaw region. "It is one of the risks of the job," he said, "but there is no need to worry. There are plenty more risks."

Mr Walesa was accompanied by his bodyguard. Despite a crowd of journalists and cameras, his arrival at the medical centre went almost unnoticed. The workers had already clocked in.

He said he was very happy to be allowed back to work and he expected a hearty greeting from fellow workers. He was last due to report for a health and safety training session.

● WARSAW: Polish authorities claim to have dealt Solidarity a severe blow by arresting Mr Pimor, who is its chief organizer in the industrial region of Lower Silesia. Reuters reports:

The official news agency PAP reported his arrest one week before the mass demonstrations called to mark May Day, the first major appeal for street battles since martial law was suspended in December.

PAP said the arrest of Mr Pimor, one of five fugitive officials who make up a national coordinating commission, should make other underground figures think about their own future.

The arrest followed a secret meeting two weeks ago between the commission and Mr Walesa during which Mr Walesa said they coordinated their positions.

PAP did not say when Mr Pimor was detained. His arrest was a timely boost for the authorities' campaign of police action and propaganda to prevent independent May Day celebrations and a boycott of official marches.

● GLOOM: warning Cardinal Jozef Glemp has given a warning that May Day rallies called by Solidarity could get out of control and lead to trouble. The pro-government Catholic daily "Glow" Powstanie said yesterday:

The Pope has issued a warning to more than 30,000 people in Gniezno on Sunday, threatening:

It was the first authoritative comment by the church on an appeal by the underground for people to boycott traditional Communist marches.

The Pope was quoted as saying: "The church has never determined the way the working people's holiday is celebrated. But it is our duty to warn you against a danger, for wherever manifestations take place events not intended by the organizers may occur."

Cardinal Glemp quoted the Pope, due to visit his Polish homeland in June, as "expressing the hope that, as a nation and state, we would move away from unrest in the direction of peace."

Philippines, Part 2: The Church

What makes priests into revolutionaries

DAVID WATTS, South-East Asia Correspondent, continuing his series of articles on the Philippines, reports from Bacolod on the poor state of relations between the Government and the Roman Catholic Church.

A little more than two years since the Pope delivered a powerful oration in support of the sugar workers of Negros island, three of its priests and six lay workers stand accused of murder and incitement to rebellion.

The charges demonstrate the low point that relations between Church and Government have now reached in the Philippines. The very success of the Roman Catholic rural programme has accentuated internal divisions in the Church and left it fragmented and tactically outmanoeuvred by the Government.

Given the unwillingness of the Government to offer the sort of support that the Church is able to provide and the self-interest of local politicians, the activist element of the Church has become the friend and ally of most people without powerful connections both inside and outside the urban urban centres. Nor is the revolutionary path an unusual one for Filipino priests: there is a wealth of historical precedent.

Six priests have joined the guerrillas of the Communist New People's Army (NPA) in northern Luzon together with an unknown number of lay workers, while presidential commitment orders are out against at least 20 more priests and priests for similar activities.

Two nuns are accused of involvement in the murder of an official in Batangas province.

The Government alleges that Mr Gaspar, an anthropologist who heads a private concern, Resources Development Foundation, in Davao, is running a front organization for the Communist Party. He has said that organizations from which he sought support have been the Catholic Fund for Overseas Development in London, Germany and the Central Agency for Jesuit Financing of Development Programmes based in Holland.

The Marcos military is laying great stress on the amount of travelling that Mr Gaspar has done to solicit support, including a visit to an ecumenical meeting of Third World theologians in Europe in January and February.

Interest now centres on the outcome of these two highly publicized cases. In the case of Father O'Brien and Father Gore, who are accused of murdering Mr Pablo Sola, Mayor of Cabankalan a year ago, the Government failed in an application for deportation. Unless a fresh deportation application is made, the charges will now have to be examined in court, although the NPA has already claimed responsibility for the ambush which killed Mr Sola.

But whatever the outcome of either case, and those pending against three other Catholic and two Protestant clergymen, the fragmentation of the Church in the face of government pressure presents a bleak prospect at a time when abuse of human rights is again rising.

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The Government brands such activities as subversive and is said to have bought witnesses against the two priests

Retire at age 65 with substantial tax-free savings.

The strain shows: Dr Kreisky concedes defeat.

tare. Whoever his eventual successor is, he is not expected even to aspire to emulate Dr Kreisky's international role. At present the most likely candidate appears to be Dr Fred Sinowatz, aged 54, who has been Education Minister since 1971 and has shown no

strong interest in foreign affairs.

But who the future Chancellor depends on the shape of the new government. Yesterday the leaderships of all three parties were taking stock of their position in the light of the election.

Or, cash in on your investment any time after 10 years with full benefits.

*These figures are estimates based on the investment of a man aged 25 who contributes £20 net per month. The figures assume an annual growth in the fund of 12.5%. This is the ACTUAL performance since July '74 when this type of plan was launched. These figures cannot be guaranteed.

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Plus, you get the protection of high life cover-as much as two to three times higher than that provided by similar endowment plans.

Lloyd's Life will pay your first month's contribution-up to £50 if you enrol before 9th MAY 1983.

Every discerning investor wants to get the most for his money. And as a responsible and caring family person, you want to protect the ones you love.

That's why Lloyd's Life designed their flexible Fair Share Endowment to meet the needs of investors with growing families. Not only do you have the freedom to decide what to do with your endowment, you get exceptionally high life cover to protect your family during those crucial years... often two to three times the amount of cover provided in similar plans you'll see elsewhere!

The insurance benefit you receive is based on your age at enrolment, your sex, and the premium you choose. And you can have peace of mind in knowing that this benefit amount is guaranteed for the full term of your plan, from the very moment you first enrol. If you should pass away before your policy matures, your beneficiary will receive either your life insurance benefit or the cash value of your plan - whichever is higher. And that's more...

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Guerrillas hold the upper hand in El Salvador, American officials admit

San Salvador (NYT) — The past six months have been a period of steady military progress for guerrillas in El Salvador, according to Salvadorean and United States officials.

In a series of successful operations, the rebels have attacked military and civilian targets without suffering substantial casualties, and the army has failed to strike back.

The guerrillas have shown they can move freely, reinforcing the view of many Salvadoreans that the army cannot protect them.

Within the last month, they have attacked a food-processing plant belonging to a right-wing member of the constituent assembly in the western provincial capital of Santa Ana.

They have rampaged through the city of San Miguel where hundreds of soldiers are stationed, wrecking a sugar refinery, a bus terminal and two warehouses. The insurgents have attacked a gold mine in the eastern department of La Union, killing 10 soldiers, causing an estimated \$1m damage and stealing an unknown quantity of dynamite.

An American diplomat said last week: "It's got a lot of people concerned, and it's the main motivation for Reagan's speech".

President Reagan, who is due to address a joint session of Congress tomorrow, is expected

to urge approval of the Administration's requests for increased military aid to the country.

Mr Deane Hinton, the American Ambassador, has attributed the guerrillas' success to the reluctance of Congress to send aid to train and equip new army units.

An extensive tour of central and eastern El Salvador over the weekend showed that many people believe time is on the insurgents' side.

A 10-mile section of the coastal highway that connects San Salvador to the rest of the



country was in rebel hands on Saturday. Along part of the road, between the Lempa river and the town of Jiquilisco, rebels lay in wait for military vehicles. Burned out buses and lorries littered the roadside, and nearly half the utility poles along the highway had been destroyed or damaged.

In Jiquilisco, Lieutenant

Manuel Cortez, the senior military officer, said his troops generally limited themselves to defending the village. Outlying areas were full of guerrilla camps.

Early this month, rebels killed 42 soldiers and captured 12 others in the fortified town of San Jose Cancaque in Chalatenango province. A week later, another guerrilla unit killed six men and captured more than 70 on the San Vicente volcano in the central part of the country.

A modest counter-attack by the army in Chalatenango produced little visible success, and an operation on the Guazapa volcano north of San Salvador, where hundreds of guerrillas were based, collapsed when troops withdrew before striking against rebel units they had apparently surrounded.

The army has been all but paralysed for the past three months by a continuing leadership crisis, which culminated last week with the resignation of General Jose Guillermo Garcia as minister of defence. American officials hope his successor, General Carlos Eugenio Vides Casanova, will change the command structure.

The army clings to the traditional ranks system of promotions, in which officers are given command only after they have served a given number of years. Resistance to promotion on merit remains strong.

Burt calls off visit to Greece

Mario Modiano
Athens

Relations between the United States and Greece took a sudden turn for the worse after the Greek Government publicly snubbed a senior State Department official and hardened its terms in the negotiations about the American military bases.

At the same time the Greek Communist Party manifested its support for the Government's stand by staging anti-American demonstrations in the centre of Athens. A crowd of 6,000 waving banners with slogans such as "Out with the death bases". Marched to Parliament to demand the ousting of US bases from Greece.

A government spokesman said Mr Andreas Papandreou, the Prime Minister, had cancelled today's meeting with Mr Richard Burt. The US Assistant Secretary of State for European Affairs, who was due here last night.

The spokesman said that if Mr Burt did come, he would not see any ministers. He would be directed to the Greek diplomat in charge of the American desk at the Foreign Ministry and the Greek Chief of Staff. The US Embassy announced late last night that Mr Burt had cancelled his visit in view of the Greek Government's attitude.

Mr Burt who was on a familiarization tour of Ankara, Athens and Nicosia apparently offended the Greeks by stating while in Turkey that the US Administration did not favour a seven-to-ten ratio in US military aid to Greece and Turkey.

A government spokesman last night announced Greece had set two conditions for the continuation of the US-Greek negotiations about the bases: that the agreement should have a terminal date and be non-renewable, and that the US Government should assume contractual obligations to safeguard the balance of forces between Greece and Turkey.

EEC will fight US 'trade imperialism'

From Ian Murray, Luxembourg

EEC Foreign Ministers agreed in Luxembourg yesterday that they must work together to combat what one diplomat described as "American economic imperialism".

Several member states were concerned that the United States was seeking to dictate to them what EEC policy should be in certain key areas, particularly on trade with the Eastern block.

Mr Francis Pym, the Foreign Secretary, started the subject off at the meeting by expressing his dismay at the failure of the Reagan Administration to respond to EEC pleas to alter new amendments to legislation designed to extend the control of US law to cover overseas subsidiaries of American companies.

This law, the Export Administration Act, as used last year by President Reagan to put an embargo on the export of technology for use in the building of the Siberian gas pipeline to Europe. Only after an acrimonious argument was this embargo lifted, although talks are continuing between the two sides on how to regulate East-West trade.

The Administration is meanwhile seeking to amend the Act next month to make it possible for it to be used to cover a wider range of circumstances.

Essentially, if it were passed, then the US would claim it had

UK sets steel example

From Our Own Correspondent, Luxembourg

Britain has succeeded in proving to other EEC states that it has done more than its share in cutting its Community steel capacity. Mr Patrick Jenkins, Secretary of State for Industry, claimed in Luxembourg yesterday.

After a special Steel Council meeting he said that he found that there was a new attitude on the part of other countries — notably Italy and West Germany — to the need to make substantial cuts of their own if the Community steel industry was to be successfully restructured.

Mr Jenkins also claimed that the heavy sacrifice already paid by Britain was now likely to bear dividends. This was because in working out new production quotas, the Commission has been instructed to take completed restructuring into account.

Lebanon withdrawal first priority for Shultz

From Robert Holloway
Cairo

There was a hint of a modest change in American attitudes towards the Middle East yesterday when Mr George Shultz began his maiden tour of the region as Secretary of State. Officials accompanying Mr Shultz confirmed that his first priority was to try to bring about an Israeli withdrawal from Lebanon, which the Egyptian Foreign Ministry, in a statement to the press, described as "a test of American credibility".

Speaking to reporters at Cairo airport, Mr Shultz confined himself to generalities. He did not refer to Mr Reagan's plan for self-determination for the Palestinians in association with Jordan, but US officials said that the Reagan Administration now recognized that Lebanon was "the place to start" if the plan were to succeed.

Israeli radio yesterday quoted Mr Shultz as telling reporters on its aircraft that he was willing to remain in the Middle East so long as there was any hope of obtaining an agreement on an Israeli withdrawal. But officials here suggested that the Secretary's sights were not set quite so high. He was prepared to work at it, they said, provided there was hope of accomplishing something reasonably soon.

If the Shultz mission turns into a shuttle reminiscent of the Kissinger days, the Secretary of State will doubtless travel to Damascus, despite the hostility

of official Syrian statements to date. "The American emissaries can bring only disaster and destruction," Tishrin, the organ of the Syrian Government said ominously yesterday. "The United States is comforting itself with illusions."

US officials accompanying Mr Shultz declined to comment on reports from Tunis that the central committee of Fatah, the dominant guerrilla group within the PLO, had voted in favour of reactivating talks on the Reagan plan between Mr Yassir Arafat,

the PLO and Fatah leader, and King Hussein of Jordan.

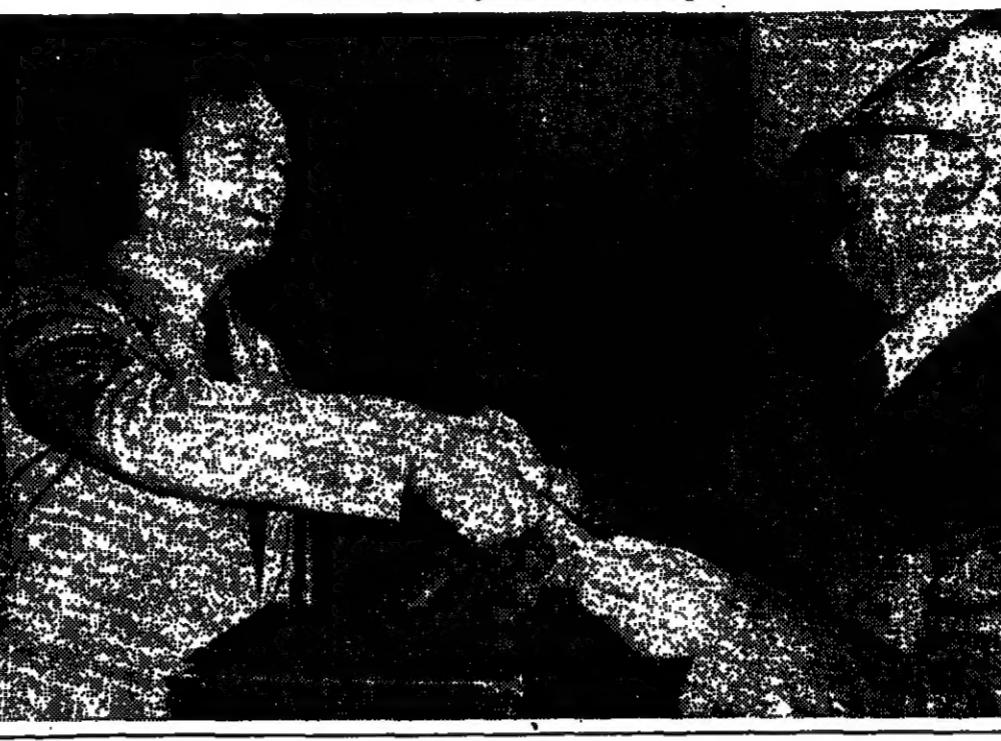
● JERUSALEM: Less than 48 hours before Mr Shultz was due to make his first official visit to Israel, the deep differences inside the country over the expansion of Jewish settlements in the occupied West Bank were exposed yesterday during a special session of the Knesset. Christopher Walker writes.

The debate coincided with the disclosure that the rapidly expanding Israeli infrastructure

Portuguese leaders vote



Polling day: Senator Mario Soares (above, left), leader of the Socialists, and Senator Francisco Pinto Balsemão (below), the outgoing caretaker Prime Minister, casting their votes yesterday in Portugal's fourth general election since the revolution of April 25, 1974 which ended 48 years of dictatorship.



Spy wanted 'laser secrets'

From Mohsin Ali
Washington

Lieutenant-colonel Yevgeniy Barmyansev, the Soviet diplomat expelled last week, was trying to gather information on one of America's most sensitive secrets, military laser technology, according to *Newsweek* magazine.

Mr William Webster, director of the Federal Bureau of Investigation, said in a statement on the expulsions of four Soviet officials that the FBI had foiled separate attempts by them to obtain classified US government information.

But his statement concerning

Colonel Barmyansev, described as a Soviet military intelligence (GRU) officer, did not specifically refer to military laser technology.

A story in *Newsweek* under the heading "The Soviet spy sought 'Star Wars' secrets" said that the film contained photographs of classified documents concerning the present state of US laser technology.

● BONN: A parliamentary panel will debate today whether West Germany should join other Western countries in expelling Soviet and East European spies, *Reuters* reports.

Rifkind raises prickly questions in Moscow

British minister also raised the prickly questions of Afghanistan and Poland, British Embassy sources said.

Britain's expulsion of three Soviet citizens on spying charges last month set off a series of tit-for-tat expulsions which threatened to plunge relations to new depths.

Mr Rifkind, making the first visit by a British minister to Moscow in three years, met Mr Georgy Kornienko, Soviet deputy Foreign Minister, for two and half hours of what British sources described as businesslike talks.

They concentrated on arms control, an issue dominating Moscow's thinking, but the

case of the jailed dissident Anatoly Shcharansky, whose wife appealed to him before leaving London to intervene in the case.

Jews held after pro-Israel rally in Soviet forest

Moscow (Reuter) — Eleven Soviet Jews were detained for questioning by KGB security police who seized them during a protest meeting of pro-Israeli political meeting in a forest outside Leningrad.

Mr Leonid Kleiman, one of the participants, said here yesterday that he and his friends had gathered to discuss the Soviet attitude to Middle East politics and wanted to urge the Kremlin to establish diplomatic relations with Israel.

The KGB knew our meeting was taking place but not exactly where. So 25 of their men and police searched the wood until they found us, he said. The meeting was on April 17.

Mr Kleiman said an Israeli flag was confiscated and the group were held for four hours for questioning but no charges were made against them.

At a rally in Bureviyo, Mr Chinamanu defended the Front against charges that it was supporting dissident violence in an attempt to gain power unconstitutionally. He said banning the party, as has frequently been threatened, would be counter-productive. The front would shock Zanu (PF) by winning the next election.

Mr Chinamanu echoed claims by Senator Joseph Msika, the Patriotic Front secretary-general, that members were being coerced into joining Zanu (PF). Mr Msika told a central committee meeting in Harare at the weekend that in areas of Matabeleland and the Midlands armed men were confiscating party membership cards and issuing Zanu (PF) cards in their place.

The allegations were promptly denied by the Government, which has claimed mass defections from the Patriotic Front after recent security force operations in the strife-torn province of Matabeleland. The denials also included an implied threat to Mr Josiah Chinamanu, acting president of the Patriotic Front.

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Senators Msika reiterated that the dissident troubles in Matabeleland were not inspired by the Patriotic Front but stemmed from "frustration, lack of security and employment" and lack of careful planning in demobilizing former guerrillas.

Patriotic Front sources say that peasants who witnessed atrocities and brutality by the security forces during anti-dissident operations in February, are joining Zanu (PF) in the hope that membership cards will confer protection.

Dr Herbert Ushewokunze, minister for Home Affairs, who has wide-ranging powers of detention, added: "I am looking for the law which might enable me, on behalf of the Government, to weed out our disloyalists like Mr Chinamanu."

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Change of heart on grain for Russia indicates Reagan may run again

From Nicholas Ashford, Washington

President Reagan's surprise announcement that he is reversing his ban on negotiations over a long-term grain agreement with the Soviet Union is seen here as a further indication that he intends to seek another presidential term next year.

The grain-producing states of the Mid West are of crucial electoral importance for anyone seeking the presidency. In 1980 President Carter fired badly in this area because of the embargo he placed on grain sales to the Soviet Union after the invasion of Afghanistan.

Although this embargo was lifted by President Reagan, he forbade a resumption of talks on a new long-term pact in protest against the Soviet Union's involvement in the military crackdown in Poland.

American farmers faced with huge grain stockpiles and

depressed producer prices, have been pressuring the Reagan Administration to stop using grain as a political weapon. They now appear to have succeeded.

However, the President's announcement made late last Friday, has been greeted with some cynicism by Europeans allies as it comes when they are again coming under American pressure to curb trade links with the Soviet Union. The whole issue of East-West trade is likely to be a contentious issue at next month's Williamsburg economic summit.

Last year the Europeans raised objections because the United States was continuing to sell large quantities of grain to the Soviet Union while imposing sanctions on European

suppliers of equipment for the Siberian gas pipeline.

By making his announcement on Friday night, the President hoped to attract as little media coverage as possible, particularly in Europe. The timing was also intended to avoid criticism in the United States that a new long-term deal would send the wrong signal to Moscow.

Mr Reagan said his intention was to "reaffirm the United States' reliability as a supplier of grain". Because of the Administration's refusal hitherto to negotiate a new long-term deal, the Soviet Union has turned for its grain supplies to other countries, notably Australia, Argentina and Canada. As a result, its purchases from the United States have declined from about 23 million tons in 1980 to six million tons last year.

This is the minimum that the Russians are obliged to buy from the United States under the existing agreement. This agreement was signed in 1976 and expired in 1981 but was extended for one year for each of the past two years.

Last year President Reagan said he would not authorize a new long-term agreement until the Soviet Union indicates that it is prepared to permit the process of reconciliation in Poland to go forward and demonstrates this desire with deeds and not just words.

Administration officials have been at pains to emphasize that the President's latest announcement was not linked to the situation in Poland. "We continue to be deeply concerned about developments in Poland," one official said.

Radicals try to oust US mayor

From Iver Davis
Los Angeles

In the last few months Mrs Diane Feinstein, San Francisco's first woman Mayor, raised nearly \$300,000 (£318,000) to support a campaign aimed at keeping her in office.

It was to combat a recall election today spurred by a radical band of self-styled communists who scraped together \$5,000 (£3,100) to throw her out of office.

It may sound like taking a sledge-hammer to crack a nut but the Mayor, considered a rising star in Democratic Party politics, was taking no chances. She was leaving no stone unturned in her effort to fight off the challenge to her leadership coming mainly from a group calling itself the White Panther Party.

The Panthers, a small band of social mavericks, surprised everyone by coming up with 35,000 signatures - twice the number required on petitions seeking to oust the Mayor.

The recall move was begun in opposition to Mrs Feinstein's sponsorship of a tough gun control ordinance, which was passed but later overturned by the courts.

The group said they needed arms as protection against the police who harassed them because they were trying to practice their communist-type beliefs in the city.

At one time the Panthers gained support from the city's huge homosexual population who were angered by Mrs Feinstein's veto of city benefits for live-in lovers, as well as a

Prisoners of conscience

Pakistan:

Irshad Rao

By Caroline Moorehead

On February 18 Mr Irshad Rao's third prison sentence in Karachi Central Jail ended but the former editor of the banned weekly paper *Al-Fatah* is still being held and there is no news about his release.

He has had two nervous breakdowns in prison and his sight is failing. Doctors report that he cannot be given adequate treatment in his present conditions.

It is now more than two years since plainclothes policemen raided Mr Rao's home and the offices of *Al-Fatah*, confiscating papers.

Mr Rao, who had once been chief executive in charge of publications for the banned Pakistan People's Party, was arrested under a martial law order that prohibits political activities and the "excitement of disaffection toward Pakistan's armed forces".

The first five months of Mr Rao's imprisonment were spent in solitary confinement during which he was reported to have been interrogated so violently that he had a nervous breakdown, resulting in hospital treatment.

In September, 1981, he was at last tried: the court found him guilty and sentenced him to one year's imprisonment on charges of printing objectionable literature and creating unrest.

Since the spring of 1982 Mr Rao's health has been deteriorating rapidly. Though only 36, his nervous system is said to be paralysed as a result of the harshness of his imprisonment. During a second nervous breakdown, he lost consciousness and stopped breathing.

So far, 70,000 absentees ballots were sent out - and 45,000 have been returned. "We would like to see the Mayor win 60 per cent of the vote," one of the Mayor's top campaign strategists said.

Mayor Feinstein's stock in San Francisco is very high. Last week, she jubilantly announced that the city had landed the plum 1984 Democratic convention, which means millions of dollars in income for the city.

Tonight, the Mayor is expected to be still in office and observers here say the recall may not, after all, be such a waste of time for her. Many consider it a valuable rehearsal for November, when she intends to seek another term.

Mr Rao: Two nervous breakdowns in jail.

Two Swissair pilots stand trial for Athens crash

Athens (AP) - Two Swissair pilots went on trial here yesterday accused of negligence in the death of 14 passengers on their airliner, after overshooting the runway at Athens airport four years ago. A total of 154 were on board.

Charged with multiple manslaughter and endangering air traffic are a former Swissair captain, Fritz Schmitt, aged 54, and his co-pilot, Martin Devriens, aged 37. If found guilty they could be sentenced to up to five years imprisonment.

This is the first time for foreign airline pilots to go on trial in Greece after a fatal air accident. A Swissair spokesman said: "It is the first such legal proceeding Swissair has faced in its 52-year history."

The official inquiry report laid blame mostly on alleged pilot error, but it pointed out that lights on the runway did not conform to international aviation patterns and could have confused the pilots.

The report also alleged that firefighting crews arrived late, and failed to enter the aircraft to rescue the trapped passengers. The trial continues.

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Here they are: pensions for the managing director and his key employees plus everyone who is self-employed; professional man, actor or builder. All the pensions are designed to pay off handsomely in the 21st century or even before. Norwich Union's investment performance is legendary. If you're looking for a pension, why look further?

FOR CHAIRMEN, DIRECTORS AND KEY EMPLOYEES

New: Individual Pension Plan Modern version of what used to be called a top-hat scheme. A company can reward valuable members of its staff with a cash fund to buy benefits on retirement.

These can include all senior people provided they are not self-employed, and the plan is highly tax-effective.

New: Unit-linked Individual Pension Plan. A unit-linked version of the former which, like it, can be entered into anytime during the individual's employment, even only a



Temple tour: Princess Anne and Captain Mark Phillips guided by a Shinto priest in the precinct of a 360-year-old Toshogu shrine at the mountain resort of Nikko, about 70 miles north of Tokyo. They were

on the second day of their visit to Japan. Earlier they had visited the Imperial Stock Farm at Takanezawa, 30 miles away, and last night attended a banquet at the British Embassy, AP reports.

Prince lays wreath in honour of Anzac dead

From W. P. Reeves
Wellington

The royal tour took a suitably solemn turn yesterday when the Prince and Princess of Wales attended an Anzac Day ceremony in Auckland.

Anzac Day commemorates the New Zealand and Australian participation in the abortive Gallipoli landing in 1915, and is a day of remembrance for all the country's war dead.

The Prince, in the uniform of a commander of the Royal Navy, laid the first wreath at the cenotaph below the steps of the imposing Dominion War Memorial Museum. It was a grey overcast morning with intermittent showers.

The Archbishop of Canterbury, Dr Robert Kuncic, giving the main address, said Gallipoli was not all tragedy and folly. The place pointed to a certain nobility of the spirit. "War always signals a failure in human society," he said. "But as Christians we believe there is some soul of goodness in things evil, would man observingly distill it."

He added: "Even if we get our economic policies wrong we shall not perish as a people, but if we get human relationships wrong and lose our respect for other people and admiration for those who have given up life, health or their future for others we shall destroy ourselves."

Later in the day the rain lifted for a royal garden party at Government House in Auckland attended by a hundred guests.

Pensions for the 21st Century.

few years from retirement.

Obviously, the longer it runs, the more the recipient will benefit from Norwich Union's investment skill

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New: Personal Pension Plan. An up-dated personal pension plan which allows the recipient to take, on retirement, income and a tax-free cash sum.

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Premiums can fluctuate with earnings and even stop altogether. With all unit-linked policies investments can go down as well as up, but Norwich Union's performance record is your reassurance.

Both these plans allow policy holders generous tax-relief.

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to selected groups within a company, say skilled workers.

It is intended to supplement the state earnings-related pension by building up a fund to provide cash or pension.

The company has total control over the level of payments.

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SPECTRUM

In an extract from his new book, Paul Johnson identifies the emergence of the Third World as a political force, reinterpreting the UN role in Suez and the Congo

The priest of relative morality

The new entity, which progressive French journalists were already terming *le tiers monde*, was based upon verbal prestidigitation, the supposition that by inventing new words and phrases one could change (and improve) unwelcome and intractable facts.

There was the first world of the West, with its rapacious capitalism; the second world of totalitarian socialism, with its slave-camps; both with their hideous arsenals of mass-destruction. Why should there not come into existence a third world, arising like a phoenix from the ashes of empire, free, pacific, non-aligned, industrious, purged of capitalist and Stalinist vice, radiant with public virtue, today saving itself by its exertions, tomorrow the world by its example? Just as, in the nineteenth century, idealists had seen the oppressed proletariat as the repository of moral excellence – and a prospective proletarian state as Utopia – so now the very fact of a colonial past, and a non-white skin, were seen as title-deeds to international esteem. An ex-colonial state was righteous by definition. A gathering of such states would be a senate of wisdom.

The concept was made flesh at the Afro-Asian Conference held between April 18 and 24, 1955 in Bandung, at the instigation of Indonesia's President Sukarno. Some 23 independent states from Asia and four from Africa were present, plus the Gold Coast and the Sudan, both soon to be free. The occasion was the apogee of Nkrumah's world celebrity and he chose it as a brilliant opportunity to introduce Chou En-lai to the world. But the many other stars included U Nu of Burma, Norodom Sihanouk of Cambodia, Mohammed Ali of Pakistan, Kwame Nkrumah, Africa's first black president-to-be, Archbishop Makarios of Cyprus, the black Congressman Adam Clayton Powell, and the Grand Mufti of Jerusalem.

It was calculated that 1,700 secret police were in attendance. Some of those present were subsequently to plot to murder each other; others to end their lives in jail, disgrace or exile. But at the time the Third World had not yet publicly besmirched itself by invasions, annexations, massacres and dictatorial cruelty. It was still in the age of innocence when it was confidently believed that the abstract power of numbers, and still more of words, would transform the world.

Among those present was the Egyptian president, Gamal Abdul Nasser, a handsome newcomer to the new humbug but already an accomplished rhetorician in his own right. He was an archetypal member of the "Bandung generation": adept at words, but not much else.

Once in power, Nasser was soon corrupted by it. Bandung completed his corruption, as it did for other young nationalist politicians. Why sweat at the thankless task of keeping a poor

Paul Johnson's A History of the Modern World from 1917 to the 1980s will be published by Weidenfeld and Nicolson on April 28, price £16.50

country fed and clothed when the world stage beckoned? Bandung opened Nasser's eyes to the opportunities the age offered to an expert publicist and sloganizer, especially one prepared to play the anti-colonialist card.

Suez is often said to have dealt the final blow to Britain's status as a great world power. That is not true. The status had been lost in 1947. Suez simply made it plain for all the world to see. The real loser in the long term was the United States. Eisenhower appeared to act decisively, and he got his way fast enough. Britain came to heel. He preserved his reputation as a man of peace. But in the process he helped to prepare a mighty scourge for America's own back, in the shape of the tendentious concept of "world opinion" now, by Eisenhower's own act, transferred to the UN.

Until the early 1950s, the Americans had controlled the UN. Their first mistake was to involve it in Korea, especially through the forum of the General Assembly. Korea broke Trygve Lie, the Norwegian Secretary-General, who was loyal to the principles of the old Western alliance. He resigned when the Russians boycotted him and got the left to stir up his own secretariat against him. At this point the Western democracies should have dropped the UN and concentrated instead on expanding Nato into a worldwide security system of free nations.

Instead, after much bad temper, the powers appointed a senior Swedish diplomat called Dag Hammarskjöld. A worse choice could not be imagined. He came from a highly successful family of public servants in a nation uneasily aware that it had grown immensely prosperous by staying out of two world wars. He was guile personified and he was determined that the West should expiate it. Severe, well-read, humourless, unmarried, he exuded a secular religiosity.



Dag Hammarskjöld formulated what became a characteristic United Nations double standard

It was characteristic of him and of the advanced Fifties good taste he faithfully reflected that he transformed the old UN Meditation Room, a plain and unpretentious chamber, into a dark and dramatic cavern, with striking perspective and lighting and, in its centre, a vast rectangular block of iron-ore illuminated by a single shaft of light. What did it symbolize? Relative morality, perhaps. It was Hammarskjöld's manifest intention to cut the umbilical cord which linked the UN to the old wartime Western alliance, and to align the organization with what he regarded as the new emergent force of righteousness in the world: the "uncommitted" nations. When Eisenhower turned on Eden at Suez, broke him, and handed the whole problem to the UN, he gave Hammarskjöld exactly the opportunity he had been waiting for.

The Secretary-General set to work to oust the Anglo-French force and the Israelis and replace them with a multinational UN peacekeeping contingent.

He saw a role for himself as a world statesman, driven by the engine of non-alignment. Hence, though affecting impartiality, he threw his weight entirely behind the Afro-Asian camp. That meant treating Israel not as a small and vulnerable nation but as an outpost of imperialism.

There was on record a 1951 UN resolution, passed before his time, calling on Egypt to allow Israeli vessels through the Canal. At no point did Hammarskjöld make any attempt to get the resolution implemented. He repeatedly declined to condemn Nasser's seizure of the canal, and other arbitrary acts. So far as he was concerned the Israeli attack and the Anglo-French intervention were wholly unprovoked acts of aggression.

The Soviet invasion of Hungary, which took place under cover of the Suez crisis, he treated as a tiresome distraction. His friendliness to the Egyptians throughout, and his cold hostility to Britain, France and Israel, made it plain where his emotional

sympathies lay. He set his heart on the public humiliation of the three powers and he got it. In deploying the UN emergency force, to move into the vacuum created by the three-power withdrawal, he insisted that its presence was by grace and favour of Egypt as he put it, "the very basis and starting-point has been the recognition by the General Assembly of the full and unlimited sovereign rights of Egypt". It had therefore to be withdrawn at Egypt's simple request, a right exercised by Egypt in 1967 as soon as it believed itself strong enough to destroy Israel.

Hammarskjöld thus bequeathed another Middle Eastern war to his successors. More important still, however, was his demonstration of the way in which the UN could be used to marshal and express hatred of the West.

On May 30, 1967, Biafra seceded from Nigeria in a tragic conflict which



Left: Hammarskjöld is warmly greeted by Colonel Nasser during a visit to Cairo in the midst of the Suez crisis of 1956



Centre: The scene moves to the Congo. General Mobutu meets Hammarskjöld at Leopoldville a week before the latter's death in 1961



Right: Lumumba, Hammarskjöld's doomed protégé, captured by Mobutu's troops in December 1960, three months before his death

said from waiters and gondoliers, he added. Promising to buy a copy of the book if it ever came out, I left him, feeling somewhat thoughtful.

I encountered the group once more, passing merrily over the Accademia Bridge carrying a large package.

"Hi!" said my friend. "We've been tackling the art heritage problem this morning."

"You mean, you're buying the bridge, bit by bit?"

"No, no. But you know how when you go round an art gallery you really only look at one painting properly? Well, for advice on how to spend \$10,000 a day, we've come up with a new idea: go round an art gallery and buy a painting."

"Buying a camel is proving trickier than we thought, as the title deeds are in some confusion and the present owner of the one we're after seems to have died in 1987. It's sort of tough dealing with extinct families, as they don't take Diner's Card like most people."

"But surely, if the paintings are bought, nobody can look at them?"

"They can if they stay at our hotel. One in each bedroom, that's the rule."

Say what you like, American know-how is still the best in the world.

CONCISE CROSSWORD (No 46)

ACROSS	1	2	3	4	5	6
1 Caper about (6)						
2 Mimic (4)						
3 Looked at (5)						
4 Frustrated (7)						
5 Distance recorder (8)						
6 Not fat (4)						
7 Military unit (4,5)						
8 Surprised cry (4)						
9 Inhabitant (8)						
10 Paper art (7)						
11 Fingers forth (5)						
12 Glance (4)						
13 Incidents (6)						
14 Oriential (7)						
15 Under way (5)						
16 Sleek (4)						
17 Angry (5)						
18 Striking lightly (7)						
19 Alone (4)						
20 Not suitable (5)						
21 Renown (4)						
22 Understand (3)						
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2 Oil can 18 Amid 20 Plus 21 Stripe 22 Elks 23 Tom 25 Site 26 Abode						
3 Porcine 30 Neotropical						
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2 Right hand page (5)						
3 Acid (1,1,1)						
4 Value for money (4,9)						
5 American Indian (4)						
6 Oriental (7)						
7 Under way (5)						
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9 Not difficult (4)						
10 Angry (5)						
11 German wife (4)						
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Mail Order Fashion by Suzy Menkes

Postman's knock with that touch of class

Mail order in Britain is as much a class divider as how you hold your knife or how you speak.

The figures are vast and indigestible like the glossy catalogues. One in three adults in Britain buys from a catalogue each year. Total sales add up to two thousand million pounds in 1979. mail order outpaced retail sales in department stores. One in four parcels handled by the Post Office is a mail order item.

Yet I would wager that virtually no *Times* reader ever sees one of the hefty catalogues from the big six groups which account for 80 per cent of mail order sales (which have actually been hit hard by the recession).

Upper-class mail is the new and growing sector. It means small companies selling directly to the public and not offering the credit facilities which were the original point of mail order and the reason why it is dominated by the C and D classes, who don't have friendly bank managers and credit cards.

Middle-class mail order sells on a different kind of credit: on the good will generated by small companies, mostly fulfilling a particular need (especially in the children's clothes or for awkward sizes). These customers are then in the words of Finn Kennedy of Clothkits "looked after and cherished".

The secret of selling directly to your public is to find it. Getting (or sometimes buying) a list of likely customers is essential and that is where the market place can score.

This season sees the launch of Laura Ashley's first image-building catalogue for their clothes (as opposed to the existing furnishing catalogue). Against a suitably pastoral backdrop, and interleaved with pictures of Welsh wasterwomen pegging out sheets (you can buy those too), this is a catalogue to underline the Ashley image of rural escape. You buy it from their shops or from bookshops.

Ever since Terence Conran succeeded in turning the Habitat catalogue into an arbiter of taste and style (annual sales 75,000 at £50), shops and stores with an image and a name, have seen the potential of producing an editorial product.

This season also sees the launch of a glossy magazine from Harrods, sent out free to their 80,000 account customers and for sale at £1.25. For that you get general articles on royalty, wine or dining, a lot of full page ads, and expensive and expensive mail order. They are already boasting a circulation bigger than that of *Vogue*.

At a less lavish level, there is the "newsletter" sent out to existing customers, often to encourage them to come into the shop, rather than actually to order by post. Paddy Campbell in Gees Court, London, who runs a small shop based on personal service, her personality and her own designed clothes, sends out newsletters inviting

customers to send for samples of fabric and ultimately garments - if they cannot come in to browse.

A pack of high fashion "postcards" showing men's and women's clothes and other well-known leather accessories is a new mail order idea from Mulberry. (Send a large s.e. to Mulberry Company, mail order, Chilcompton, Bath.) Inca, those specialists in Peruvian knitwear, have also just started a mail order service with a brilliantly coloured leaflet of knits, accessories and rugs. (Send a large s.e. to Inca, 45 Elizabeth Street, London, SW1.)

I see a difference in style between the companies who are trying to promote an image and those who are just offering a service... Thus Mothercare's catalogue remains a practical portrayal of the merchandise (although the Conran connection may change that). The Polyanne catalogue suggests rather a particular life style.

"We have tried to veer away from the chain store image of playing safe," says Polyanne's Peter Cull, who distributes 200,000 catalogues and operates one London shop.

Peter Simon of Monsoon says that his catalogue is deliberately designed to draw customers to their 15 shops. This season shows a radical change from the gently photographed ethnic clothes in romantic locations that was the hallmark of the first three catalogues, and Mr Simon admits that he will be going back to image-building for next season.

One strong thread links the varied brochures and catalogues aiming at the middle-class market: they all rely very heavily on sophisticated clothes photographed in rural settings, with more straw per picture than I see in a year. This country bias partly reflects the county customers.

"Lady Northampton's upper-class water-jet boots (sold first by mail through magazines) is just one example of the well-born doing well, out of things they want themselves and then sell to their friends."

"We realized very early on that we were a middle-class business," says Finn Kennedy, who set up Clothkits mail order business for children 15 years ago and now prints half a million catalogues and has a turnover of £4m. They now have four shops - in Lewes where they are based and in the unashamedly county towns of Bath, Guildford and Oxford. Mr Kennedy admits that Clothkits has stuck to a slightly ethnic image that reached the crest of the fashion wave in the Seventies. The 130,000 loyal customers who keep coming back for more (including grown-up as well as children's clothes) are a testament to their success and also its key.

We are becoming not a nation of shopkeepers, but a nation of fashion individualists. And as a mail order supplier says, it is far cheaper to make your clothes and print a simple brochure than to set up a shop with fixed overheads and not enough help from your friends,



A DROP-WAIST DRESS

The double-image, giving two different versions of the same dress, on different models is one of the tricks of the mail order trade. This ice cream striped short-sleeved cotton dress has a square-cut top and dropped-gathered mid-calf skirt in two colour variations of pink/mauve/blue with white or green/yellow/mauve with white. Self-coloured belt not shown. Sizes eight to 14, from £14.85 from Monsoon shops in South Molton Street, Covent Garden, and London NW3, W8, Cambridge, Guildford, Oxford, Salisbury, Bath. Colour catalogue available from 75 Finsbury Road, London SW6.

"We like to think that our clothes are for happy, scruffy families, who see themselves as part of a club," says Mr Kennedy.

"They tell us that if they see someone else wearing Clothkits, they wave happily to each other because they recognize a bond".

I was brought back to the idea of people wearing clothes as a badge of their lifestyle that I wrote about last week. Many of the smaller catalogues are presented by people who have seen a market gap. As shops withdraw from lines that can't be put into mass production, small businesses take over the service of producing a hand-smocked child's dress or dance leotards for tall women. (Brochure from Long Tall Sally 21 Chiltern Street, W1. Send s.e.)

We are becoming not a nation of shopkeepers, but a nation of fashion individualists. And as a mail order supplier says, it is far cheaper to make your clothes and print a simple brochure than to set up a shop with fixed overheads and not enough help from your friends,



E LIBERTY PRINT DRESS

Tana lawn floral print dress with Puritan collar, by Mary Quant for Polyanne. In blue with white or coral with ecru. Sizes: age four or six £17.50, ages eight to ten £19.50. Full colour catalogue 75p from Polyanne Children's Wear Ltd, The Old Coppermill, Coppermill Lane, Wimbledon SW17 0BN. Mainly sportswear.

The idea that beauty is more than skin deep - that you are what you eat or you look how you feel - has become part of the philosophy of modern living.

It was planted in the organic soil of the seventies, first harvested by the alternative society and is now generally accepted.

I have never seen this theory given more cogently than in *The Joy of Beauty*, a new book by Leslie Kenton, Health and Beauty Editor of Harper's and Queen magazine since 1974, when her ideas about good looks coming from within seemed revolutionary among her profession.

You have to get two thirds of the way through this fat book (500 pages) before you reach the area that most people think of in terms of beauty: the face and how to cherish and adorn it.

Leslie Kenton says she is writing about beauty of the body and of the spirit and her theory is that you should find a happy way of living, a comfortable way of standing and learn the secret of coping with stress before you start on the powder and paint.

This theory is very persuasive and the format of the book - discussing first your feelings about yourself and exercise for the soul - is sensible.

The author tends to offer every theory going. Surely medical opinion discounts the idea that vitamin supplements are necessary for western women eating a normal diet? If any woman has ever lost weight after having "cold" water sprayed up and down the fronts and backs of her legs and hips



F CAT AND MOUSE PRINT

Tough cotton dungaree kit with all trimmings. Sizes nine months to two years, from £3.95. In sky blue on canvas green, sea green on granite blue, navy on poppy, peach or nut brown. Colour catalogue including adult and home accessories from Clothkits, Dept TN2, 24 High Street, Lewes, East Sussex BN7 2LB.

four times each morning, I should like to hear from her.

But I learnt a lot from Leslie Kenton that does make sense. She is especially sound on the sections on coping with the sun and delaying the process of aging on the skin. I also thought a lot about the philosophy of beauty as a reflection of your life.

The Joy of Beauty, by Leslie Kenton, Century Publishing Co. £9.95.

"The baby boom is getting wrinkled", I was told by Juvena, the Swiss beauty and skin care company whose *Exclusives range* was introduced (exclusively to Harrods) last week.

Whatever you do about your

soul to improve your appearance, you need to stop your skin looking like old shoe leather.

Juvena makes some strong claims for "Unibiofen", the biological activator in their skin care products. The aim is to

accelerate skin regeneration, and thus make an aging skin function as a younger one. Their

Highly Active Unibiofen Concentrate (priced at an impressive £39 for 30ml) has an impressive record (accepted by the relevant British authorities for the doubters) of 28 per cent regeneration after a fortnight and 64 per cent after a month. Other Special Preparations in the Juvena range at Harrods include a Super Rich Throat Refining Cream (£15.50), as well as more basic care and cosmetics.

A practical, well-illustrated booklet about modern ways with hair has been produced by the unlikely combination of sensible M & S and a high-flying hairdresser, John Frieda.

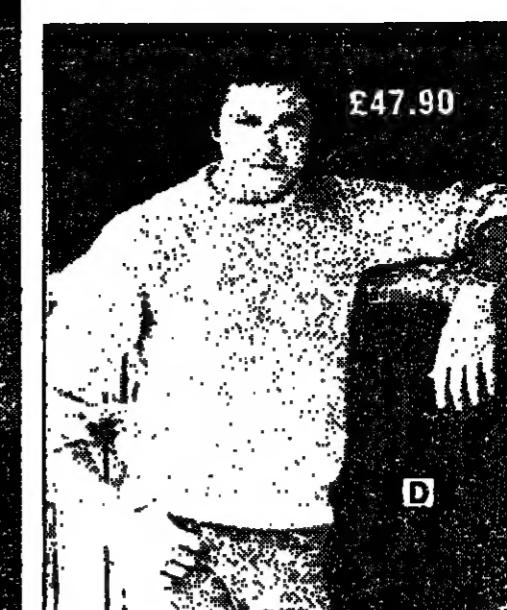
The section on blow drying and other trade tricks like finger lifting, diffuser drying and twisting, make this a book that should help women get a salon style at home.

I was surprised that men are given so little space, although there are some brief but sensible words about getting children's hair cut. John Swannell's glamorous photographs and especially Judith Cheek's graphic illustrations (see below) spell out a clear message. *Hair Care* by John Frieda, £1.50 from Marks and Spencer stores.

Two hairstyles to conceal a narrow forehead

B SPECIAL OCCASION DRESS
Full-length floral dress with flounced sweetheart neckline in speedwell blue or shell pink flower print. In machine washable cotton lawn with lined bodice and flounce. Sizes 10 to 16. Price £45.95 plus £2.50 p and p from Laura Ashley Limited, Mail Order Department, Box 5, Camo, Powys, Wales, SY17 5LQ. Catalogue 50p from Laura Ashley shops and bookstalls.

C This dress is the quintessential Laura Ashley image which is echoed throughout their new full-colour catalogue which contains 16 outfits in a variety of different styles and colourways. There are also sections on linen, home accessories, patchwork packs and toiletries; all photographed in rustic settings and locations to give a magazine flavour.



D HAND KNIT WOOL SWEATER
Textured knit man's sweater with ribbed shoulder detail. Made by hand in Wales. £47.90 in cloud grey, natural, navy and brick red in chest sizes of 36 to 44. From a selection of men's sweaters in the Naturally British catalogue available from 13, New Row, Covent Garden, London WC2. Send large s.a.e. Naturally British, in their shop in London and in Boston USA deliberately aim to sell handicrafts in natural materials. Their first colour catalogue, new this season, has a selection of knitwear and hand-made Victorian lace blouses for women. There are also a wide range of other goods from Floris toiletries to oak refectory tables. The selection includes jewelry and home accessories, toys and even books. Some aimed at high class tourists.

A small list of specialist children's mail order.
Please send large s.e.
SCALLYWAGS, The Glebe, Nash Road, Whaddon, Milton Keynes MK17 0NQ. Practical but interesting clothes, many of them reversible, designed by mother of five Maggie Stewart. Ages one to six.
SUNDAY BEST, The Old Rectory, Stoodleigh, Tiverton, Devon EX16 9PJ. Hand-smocked dresses and baby suits in Liberty fabrics with classic smocked party dresses from £22.10. Run by two partners with five girls between them. Ages six months to 10 years.
COSY COMFORT, 27 St Nicholas Street, Ipswich. Either kits or ready-made tough and practical children's clothes from six months to 13.
ROSALIE LANE, Wayside, Sweetwicks, Crowborough, Sussex TN6 3SS. Unusual quilting and applique as kits or ready-made. Especially waistcoats and jackets. Children from four and adults.
vivella with hand-smocking and fine details. Also made to measure and will make up customers' own fabric.
MADCAP KITS, 53 Head Street, Colchester, Essex CO1 1NH. Tough dungarees and pinny's with a rough and tumble country flavour. All in kit form with ready-made coordinates. Six months to 12.

HUNTSMANS
Hand Tailored Spring/Summer Range of Ready-to-Wear
Mens clothing now available

11 SAVILLE ROW



— an occasional commentary —
on Important Events — Spring Cleaning

Henry can't stand being decorated. He goes to Fortnum's for the opening of the cricket season, and leaves me to get on with it.

Fortunately I never have the slightest trouble finding first class painters and decorators. All you have to do is look after them properly.

I go to Fortnum's and stock up with York ham sliced on the bone, and traditional game pie prepared in their own kitchens.

Then I make a large pot of Breakfast Tea six times a day, with Fortnum's biscuits at elevenses, and Dundee cake at tea time. For lunch I give them a choice of smoked salmon or ham or game pie with Saloon cheese to follow.

And do you know they come back year after year just like the swallows.

Fortnum & Mason
such stuff as dreams are made on
Piccadilly London W1A 1ER Telephone 01-734 8040



THE SILENT SPORTS CAR R - E - T - U - R - N - S

BENTLEY MOTORS LIMITED • CREWE • CHESHIRE

The Guardian said of the Bentley Mulsanne Turbo that it is "almost indecently fast."

It travels from 0 to 60 mph in 7 seconds. It will travel from 60 to 90 just as quickly.

It will push you back in the seat even when accelerating through 100 mph. to its top speed in excess of 135 mph.

Such a remarkable performance is obtained by increasing the light alloy V8 engine's power output by 50% with a single turbocharger.

Consequently, Avon had to develop 235/70VR rated tyres specifically for the Bentley Mulsanne Turbo.

And a unique electronic knock sensor, which listens continually to the engine, was specially engineered and fitted to the car to prevent detonation.

Yet for all its increased power, the engine runs not one revolution faster and the traditional refinement of the car has not been compromised.

It is as quiet to travel in as a Bentley has ever been.

It is also as comfortable at 135 mph. as it is at 50.

To say the Bentley Mulsanne Turbo is rare is understatement. No more than 125 people in Britain will own one by the end of this year.

If it is standing still, you will recognise it by the famous radiator. This is the only Bentley ever to have its radiator painted the same colour as the body of the car.

It may also display discreet 'turbo' badges on the front wings. If not, rest assured, the Bentley Mulsanne Turbo will go just as fast without them.

Enthusiasts for the marque say this car truly reflects traditions created by Bentley at Le Mans, Brooklands and Montlherry.

The makers simply state that in the Bentley Mulsanne Turbo, the Silent Sports Car returns.



THE TIMES DIARY

Douane roaming

If the threat of a strike by customs officers at Dover is carried through, do not be deluded. Stories of a free run for smugglers are put about only to tempt the gullible. In November 1977, as consumer affairs correspondent of this paper, PHS was despatched to France for the express purpose of returning with as much duty-free booty as a Citroen GS could carry. Orders were taken around the office, and I loaded up with 170 litres of French wine, 17 litres of spirits and a whopping bundle of cigars and cigarettes. No one else on the ferry would believe my claim that there would be no customs on duty when we arrived at Dover; and they were right. When we docked I was met by three senior officers who had patriotically remained on duty. They checked the size of every bottle, weighed the cigars, measured the cigarettes, and I ended up with a bill for £238. My whisky cost twice what it would have done at home.

Hermetic

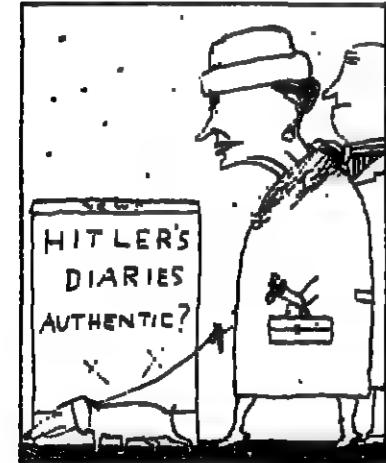
An incident, about which the Ministry of Defence is curiously reticent ("we will neither confirm nor comment") occurred when the carrier Hermes was on its way back from victory in the Falklands last summer. Passing the mother ship to a Soviet fishing fleet, the Hermes crew were astonished to see their Russian counterparts lining the decks and raising a cheer as a professional salute for a job well done. "The incident is neither recorded nor recalled by anyone on board the ship", the MoD says - but I know otherwise.

More from the National Trust shop: a pottery mug decorated with a perfect, but blue, corset and with a minute label on the bottom, "Made in Japan".

At the mouth?

I do not know who or what they have been pushing out of TV-am most recently, but it has had a dire effect on the water of Camden Lock. Yesterday, it was covered in a repulsive head of white foam. The official explanation was to lay the blame on "a load of rubbish", which is what some people have thought of the show so far.

BARRY FANTONI



"Of course they are. How else could he and I both share the same view of that frightful Goebbels?"

Plane song

Announcing their new open-air season in Regent's Park yesterday, officials of the New Shakespeare Company were apprehensive about plans to stage two eighteenth-century English operas there for the first time. The generic classification of the works as "pastoral" does away with the need for scenery, but if the heavens open what about the harpsichords, sackbuts, psalters, and tinkling cymbals? Prophetically, much of the ceremony announcing the new season was rendered inaudible by birdsong and overflying acrobatics.

No flap

Walter Slezak, the actor, whose obituary we published yesterday, was bequeathed an immortal title for his autobiography, published in 1962, by his father, the Czech tenor Leo Slezak. It was the most famous of all lines of unscripted Wagnerian dialogue. Slezak sang his *Lohengrin* aria greeting the swan drawing the boat which would transport him to heaven, turned to step into the boat and found that it had already gone. Turning to the audience he demanded: "What time's the next swan?"

No kidding

A class of nine-to-ten-year-olds in a Surrey middle school were given a vocabulary exercise, naming the female and offspring associated with words such as Ram? Ewe, lamb, Fox? - Vixen, cub, Negro? - to which a pupil replied: "Negress, child." "Child" was struck out, and the teacher substituted "Piccadilly".

Scientists are testing a vaccine against leprosy which has been developed by the National Institute for Medical Research in London with the improbable help of the nine-banded armadillo, scaly relative of sloths and anteaters. Only the armadillo shares with man the susceptibility to leprosy, whose bacillus cannot be cultured in laboratories. Such incidents of cosmic serendipity (for man, if not armadillos) are the best reason I know for saving any species of anything, however humble, obscure or bizarre.

PHS

Howard Davies on the wider issues raised by the White Paper on cable TV

Do we really need the BBC?

The much-delayed, yet comprehensively leaked White Paper on cable television is due to appear on Thursday. It will show that the free-market sentiments which, for the most part, informed the Hunt Report have overridden Home Office caution and the Home Secretary's own instinctive feeling for paternalist regulation. Though there will be a cable television authority, the principles guiding its actions will be far from those of the BBC charter.

But important though the green light for cable is, the White Paper, far from closing the issue, has sparked off a more wide-ranging debate on the future of broadcasting. Already the case for the dismemberment or even abolition of the BBC is gaining ground among the Prime Minister's advisers. And the Central Policy Review Staff (think tank) has been asked to consider the future of broadcasting policy. For once the analysis will go further than a sterile debate about the size of the licence fee.

The argument within the Government on cable has become the most public manifestation of the struggle between those in the Conservative Party who want to extend the principles of the market into other, hitherto controlled, areas of national life and those more traditional Tories who see state control of broadcasting as part of the maintenance of standards. Mrs Thatcher herself sits uncomfortably across this divide.

In the case of cable the winner was never in doubt. Cable is after all, newfangled, or hi-tech, depending on your vocabulary. It was hard to make a case for standards in something that has never existed. And even the most interventionist Tories doubt that the Government can successfully manage innovation.

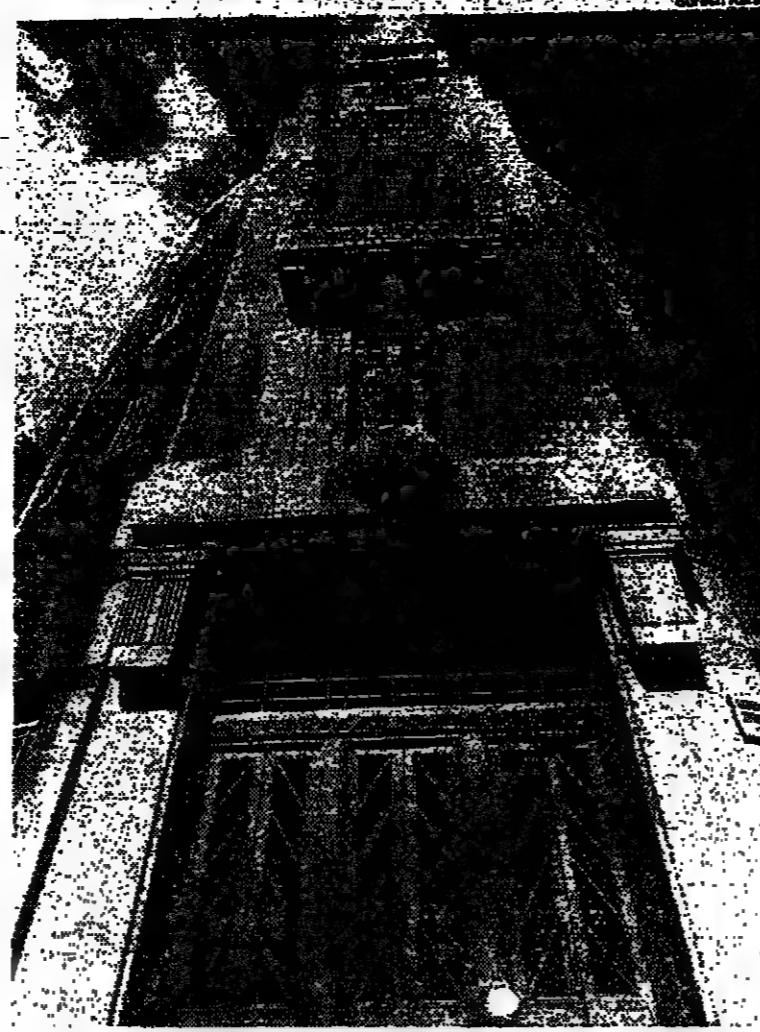
The BBC is another can of worms. Though its self-serving arguments against unregulated cable were rightly rejected by the Government, an outright assault on the monopoly is a more tricky proposition. Yet it is not easy to see rationale for the position we shall soon reach, with essentially unregulated "narrowcasting" and monopolistic broadcasting.

The authors of a recently published Institute of Economic Affairs pamphlet* on the economics of cable television point out that many of the arguments used against government control of cable are applicable to the BBC in its current form. They recommend an independent review of the present method of allocating frequencies, which should consider the economic case against the BBC.

What is the essence of this case? Its proponents argue first that it is incumbent on those who support a monopoly to make a case for it. They point out that the original reason for establishment of a national system was one of administrative convenience. The argument that the BBC was necessary to prevent interference was always to itself, may not generate the type and quality of broadcasting desired by the population as a whole because broadcasting benefits those who do not pay for it. This is what economists call an externality argument. In other words, because the benefits from broadcasting do not flow only to those who pay for them, the cost-benefit analysis on the part of the payers may cause them to pay for too little of the service, since they do not capture the benefits that flow elsewhere.

Such an argument may apply, for example, to education. Even if your neighbours do not pay to educate their children it may be in your interests to do so if they are less likely to break your windows as a result. Yet you are unlikely to be willing to do so directly because it is hard to qualify the extent to which your windows benefit, as opposed to those of others in the street. So the end result: unless the local authority takes a hand and makes every one pay, less education than people actually want.

It is possible to imagine such a



Broadcasting House, headquarters of the BBC. Throughout the world it is a symbol of the high standards of public-sector broadcasting - but can it continue to uphold this role as cable television nears?

basis: it is quite possible to auction frequencies so as to avoid this problem.

The opponents of the present BBC structure argue that there are only two possible economic justifications for state control of broadcasting.

The first is that the market, left to itself, may not generate the type and quality of broadcasting desired by the population as a whole because broadcasting benefits those who do not pay for it. This is what economists call an externality argument. In other words, because the benefits from broadcasting do not flow only to those who pay for them, the cost-benefit analysis on the part of the payers may cause them to pay for too little of the service, since they do not capture the benefits that flow elsewhere.

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case for news broadcasting. A democratic society should benefit from an informed electorate. The quality of decisions made by your fellow electors may be higher if they know what is going on around them. Yet the argument is thin. A private newspaper industry provides adequate coverage at very low cost to the individual. Television and radio are clearly inferior media for the wide dissemination of detailed information and sequential argument. Television, in particular, in placing emphasis on performance skills in politicians, may well lower the quality of public figures and the electoral decisions made about them.

But in any event, the argument can apply only in the case of news and current affairs. What possible "externality" can be attached to the transmission of *Blankety Blank* at public expense?

The second argument for public broadcasting is that it is a "non-excludable public good". In other words, "because it is" practically impossible to prevent others watching - free - programmes for which one has paid, there is a heavy disincentive to pay. The result is, again, that the free market generates less broadcasting than the sum of individual wishes would imply. The licence fee - with the law behind it - resolves this problem.

court for any criminal offence. The use of fixed penalties for a wider range of traffic offences is made possible by the Transport Act 1982.

Another use of fixed penalties might be for non-payment of television licence fees. In 1981 there were 70,000 convictions for non-payment. A surcharge might be made for non-payment of VAT instead of prosecution. New ways of dealing with social security frauds are also being considered.

Mr Faulkner said at a Southampton University lecture in January: "I have sympathy with the view that the scope of the criminal law has grown, is still growing and should be reduced". The most promising approach, in his view, is to question vigorously all proposals for new criminal offences. Anything up to 200 or more may be created in a single parliamentary session.

There are also cases in which civil rather than criminal action could be taken. But, as was shown recently in the most publicized example so far, the Exit case, where civil action was taken instead of criminal, there can be controversy.

There is also scope, if limited, for de-criminalizing certain offences, or, as in the Criminal Justice Act, reducing the use of custody. It stops immediate imprisonment for vagrancy and soliciting.

In many parts of the criminal justice system enthusiasm is growing for greater use of compensation or reparation by criminals to their victims, perhaps with the aid of a mediator. Alongside greater concern and aid for victims, experiments in reparation are going on in several places.

The Criminal Justice Act also embodies a change on similar lines to a concept of British justice going back to the twelfth century. The Act accepts the principle that the court's duty in a wide range of cases, is to the victim rather than to the state. The Act breaks with precedent in allowing courts to make compensation orders instead of dealing with offenders in any other way. Previously the order could be made only in addition to another form of punishment.

That important change and the prospective use of civil action instead of criminal modifies the notion - developed by Henry II - that injury between people is not simply an offence against the victim but a breach of the King's peace and a threat to the security and well-being of the whole of society. Over the centuries, the Crown has taken more and more responsibility for dealing with offenders on behalf of the victim and punishing them.

"Privatising" such legal action would seem to be well in keeping with the philosophy of the Thatcher government, as does neighbourhood watch, a return to the virtues of self-reliance.

But it is hard to maintain that this leads inexorably to the creation of a monopoly. With cable, the argument clearly fails because a pay-per-view system is perfectly possible and in a system funded by advertising, potential free-riders pay through their purchases of advertised goods.

Furthermore, what sense is there

to suppose that the BBC provides

an optimum level of broadcasting now either in terms of cost or viewer-inferences?

It may have some access in

teaching ITV, but this hardly

answers the question of whether it is

spending its programme budget,

which was more than £470m in

1981-82. In a way that viewers of

ITV want. What is clear, though,

is that the costs of different types of

broadcasting bear no relation to

their audience appeal.

Many consider this entirely

lendable. But they should be clear

about the essence of the economic

transaction they favour.

The BBC's cultural output is funded by a

licence fee levied evenly on all

television set owners. This is a most

regressive form of taxation. The

poor are obliged to pay a higher

proportion of their income than the

better-off, to fund the unconstrained

artistic endeavours of BBC drama

producers, which largely benefit the

middle classes.

The principal beneficiaries of the

arrangement are, as with any

monopoly, its employees. Which is

why the voices of those otherwise

indefeasible guardians of the

interests of the oppressed are seldom

heard, raised against this inequitable

arrangement.

The economic arguments are,

therefore, unpersuasive. We are left

with the view that there are wholly

unquantifiable benefits, in terms of

"peace".

No one seriously doubts that it is

possible to make money out of

broadcasting in this country, but

would an entirely commercial

service be one of which a govern-

ment responsible for it would be

proud? Cable will soon provide us

with an operating model of an

alternative broadcasting system. It

has already revolutionized television

in large areas of the US. And, as

the IEA authors point out, the choice

available to viewers in Manhattan,

in quality and variety, makes a

nonsense of the traditional "quality"

argument for the BBC unless one is

prepared to restrict viewers' choices

simply to make them more likely to

watch the "quality" product.

It seems that if Mrs Thatcher has

a second term there will be a radical

reappraisal of public-service broad-

casting. The present structure -

conceived in an era of optimistic

collectivism - is breaking down.

And therefore a lot happens.

The social structure is bent towards

agreement about matters not

previously considered or decided.

People move through the streets

primed for agreeable encounter.

They make rapid contact, and as

rapidly detach themselves, their

hands and faces mobile with

excitement.

American courtesies are largely to

be explained by this public pursuit

of agreement. We may complain of

the manners which permit the



P.O. Box 7, 200 Gray's Inn Road, London WCIX 8EZ. Telephone: 01-837 1234

THE STUFF OF DREAMS

In putting himself forward as "Prime Minister Designate" Mr Jenkins, aided by Mr Steel, has anointed himself with a constitutional nonsense. There is no such post, any more than there is, constitutionally, the post of Deputy Prime Minister. The post of Prime Minister depends on an ability to command a majority in the House of Commons, and not on any hypothetical projection of popularity in opinion polls or anywhere else.

However the origins of this nonsense are only too clear. They date from the halcyon days of the Liberal-Social Democratic Alliance when its members could dream of forming a government. At that time it was felt necessary to overcome the duality of the Alliance - not to mention the tetrarchical nature of the SDP - by identifying a single figure of prime ministerial calibre, without having to devise a procedure for electing him. Mr Jenkins seemed the obvious choice, even though the procedure itself contained its own inconsistencies, certainly when embraced by two parties which believe in proportional representation. Under proportional representation a Prime Minister would normally come from the leader of the largest party in a coalition, and not through such an old-fashioned process as "emerging", which used to be the Tory

A GAP IN EUROPE'S CENTRE

Dr Bruno Kreisky is seventy-two, not in the best of health and has just lost his overall majority in parliament after being Chancellor of Austria for thirteen years. His decision to retire in these circumstances is understandable, dignified, and right. But we shall miss him.

Austria is a small, neutral country with a fairly homogeneous, well integrated society, an advantageous geographical position and a talented, hard-working population. Some would say it has got off rather lightly in this century, considering that it fathered Adolf Hitler, and accepted his embrace in 1938 with more enthusiasm than resistance. Unlike West Germany, it has never accepted any responsibility for Hitler's crimes, and unlike East Germany - indeed, unlike any other country in mainland Europe - it has seen the voluntary departure of Soviet troops. It is not, perhaps, a country from which the rest of the world should readily take leave.

Yet Dr Kreisky has established himself as a world statesman enjoying almost universal respect. The fact that he, a Jew, could become Chancellor at all

speciality until a leadership election was devised.

In the event many members of the Alliance from both its constituent parties feel that Mr Jenkins has not really earned the title which was put in his way. Mr Steel, on the evidence, can command more popularity, and would certainly fight a more inspired election campaign. That is now the more modest target of the Alliance, having implicitly discarded its hopes of forming a government.

This disappointment with Mr Jenkins may not be altogether fair, since in the art of government, as opposed to the art of popularity, he has infinitely more experience than Mr Steel. But the game of political popularity does not need to be fair or unfair and even if Mr Jenkins had found the House of Commons to which he returned an agreeable place, which he has not, he would still have had difficulty adjusting his ministerial style to that of the leader of an aggressive minority party in opposition.

Mr Steel, presumably calculates that the Alliance would suffer in the forthcoming election if it had to field Mr Jenkins as its leader when all market research suggests that Mr Steel would make more of a splash. He has had to devise a method of projecting himself more prominently in the elections without renegeing on the public commitment to Mr Jenkins's preminence as a prime ministerial candidate. That preminence, incidentally, which was used as a cogent argument by Mr Jenkins's canvassers in the leadership election may now be recalled ruefully by the supporters of Dr David Owen.

So Mr Jenkins will retain his dignity but it will be Mr Steel who is more often in front of the cameras. Behind him the two parties of the Alliance will fight on a joint programme of government, covering the essential issues which they would have to face as a government, and about which any potential supporter would be entitled to know. The parties also have separate shopping lists of policies for their respective aficionados.

That is the window dressing. Behind the counter, however, most members of the Alliance - Mr Jenkins included - will be struggling hard to retain their seats. In those circumstances Mr Steel is right to dominate the centre, secure not only in his hold over his constituency, but also in the knowledge that he is likely to be leading a larger group of MPs in the next Parliament than Mr Jenkins will. It may not be the stuff of dreams, but in his party political management, Mr Steel has never shown himself to be much of a dreamer.

One appreciates there is alarm about the fee which might be charged. It must cover all reasonable costs - including premises, equipment and staff - and some of the figures being bandied about appear excessive. Even if they were not, I suggest that the explanation I have given shows that the inspection facility would give value for money.

My Bill has to retain the status quo during a period of 100 years. It is my hope that public opinion will become sufficiently relaxed, in due course, to allow this period to be shortened and the benefit extended. However, in response to Mr A. J. Camp's letter (April 15), it would not be practicable to burden local registrars with making their registers available to the public. We are dealing with what is essentially a central government function.

I am very grateful to the Lord Chancellor, his predecessor in the last government, the Registrar General and other senior civil servants for the support they have given to this Bill. It is not politically convenient and I hope that Mr Stan Newens, MP - himself a distinguished local and family historian - will receive equal support from all quarters in steering this small but valuable measure through the House of Commons.

Yours faithfully,
TEVITOL
House of Lords
April 21

supposing that detente meant crediting the Soviet block with benign intentions, dismantling one's defences, or making concessions on human rights. Austria's admirable policy of never returning East European refugees to their country of origin has lately made our own Home Office blush, and rightly so.

Dr Kreisky is also a Socialist who has never confused social justice with state control, but equally has not supposed that all could be safely left to the market.

Under his leadership Austria has followed unfashionably Keynesian policies and largely got away with it, so that there is something paradoxical about the Austrian postscript on Professor Hayek's dire warnings. Undoubtedly, Austria is a special case: a specialized economy enjoying the backwash of West German prosperity, with an enviable record of moderation and good sense on both sides of industry. But it was not always so. Before the war, class conflict was as bitter in Austria as anywhere. Austria's specialness today is a matter of will more than of nature, and Dr Kreisky's leadership has been one of its more striking symptoms.

Similarly, as leader of a country in the middle of Europe, committed to neutrality by state treaty and to detente by obvious self-interest, Dr Kreisky has never made the mistake of a country from which the rest of the world should readily take leave.

It will be that, and more than that. Much of probation officers' work - in the preparing of reports to assist courts in sentencing, for instance - is perhaps of a kind where a day here or there is of no great account. The work of supervising young delinquents and prisoners on parole is also a long-term affair. But it is one where the availability of the officer may on occasion be of urgent importance, both to the welfare of the client at a moment of stress and to the long-term relationship of trust and respect.

The symbolism of the stoppage is deeper than its promoters seem aware, for it represents the readiness of public servants with crucial responsibilities in the process of justice to interrupt that process because of a grievance which is in essence selfish. It is true that probation officers are hard-worked and not highly paid, and that without considerable dedication on their part their service could scarcely survive. They feel the tensions between their obligations to the courts and society, and to the disadvantaged or alienated people whom they counsel. They know the value of their work and naturally want to see society acknowledge and esteem it. But this desire topples over into self-righteousness when it leads them into action which lets down the courts, society, and their clients.

None of this has much to do directly with the issue in question tomorrow. The Government intends to reduce the pay of future recruits to the service while they are under training. Rewards were increased in 1970 when the service had problems with recruitment and with keeping officers in the service. Both

problems have eased (there are now about 30 applicants for every place in training), and it is unlikely that many members of the service would have thought it worth striking over if wider discontent did not exist. Probation officers feel exploited and undervalued at a time when their services are more needed than ever before if the penal system is to be saved from crisis.

The prison population has passed the 45,000 mark again, and it is agreed on all sides that only changes in sentencing policy can relieve the overcrowding. The aggrieved officers are central to the operation of non-custodial alternatives like probation, community service orders and earlier parole. Their work has increased considerably, and although the Government has raised the number of probation officers and provided additional resources for further growth in the current year, many officers feel that there is no sufficient public recognition of the increased burdens that have been laid on them.

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that the application will be accepted by the High Court, which effectively destroys the procedure as a meaningful remedy for a refused asylum seeker. Further, there is no guarantee that legal aid will be available for asylum seekers who do not have the funds necessary to pay for these costly proceedings.

The United Kingdom Immigrants Advisory Service have in fact a test case before the High Court at the present time on the interpretation of the 1971 Immigration Act as it affects the appeal rights of those refused asylum. It will not be until all asylum seekers have a right to substantive appeal against refusal of asylum prior to removal, at no financial cost to themselves that the current situation will improve.

In any event there is no guarantee

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Information and public records

From Lord Teviot

Sir, As the promoter of the Public Records (Amendment) Bill in the House of Lords, I feel I should respond to recent correspondence in your columns.

The Public Records Act 1958 did not relate to births, deaths and marriages; these remained the responsibility of the Registrar General. This is unsatisfactory because such records never become available for public inspection. Only the indexes are available to the public and in order to gain more detailed information it is necessary to purchase a certificate (cost £4.60 or, by post, £9.60), which will take 48 hours to prepare. There can, however, be no guarantee that every certificate will be the one required and the search must continue - at further cost.

The purpose of the proposed legislation is to enable the Registrar General's records to be transferred, after 100 years, to the Public Record Office. That would mean that, on payment of a single fee, a family historian could, for a whole day, study and make notes of the records. This finding is "as big a literary discovery since the Dead Sea Scrolls" is a sacrifice which only

compounds the insult to the millions who perished and suffered under this tyranny. That such a brutal dictator, who was convinced that his Reich would last for a thousand years, should care to rewrite his history as "a testimony to posterity" seems implausible and preposterous.

It would be the cruellest irony if

Hitler diaries: resurrection of evil?

From the Chief Rabbi

Sir, Not as a religious leader, but as a human being - victim and survivor of history's most monstrous tyranny - I protest vehemently against the publication of the so-called Hitler diaries. Whether they are authentic or not is quite immaterial to the outrage of resurrecting the incarnation of evil and his propaganda, rehabilitating him for a generation which knew not this master-gangster. His crime was against the whole of mankind, and against so many in this country who made the supreme sacrifice fighting in the cause of freedom and justice. Publicising his case is an unpardonable threat to our most elementary moral values.

It would be the cruellest irony if

mercenary exploitation were to afford more tangibility to Hitler's principal murder weapon - his brainwashing propaganda - than to the obliterated human remains of his death factories.

In the name of decency, morality and truth, I call upon men of good will everywhere to prevent this proposed affront to the past and depraving threat to the future.

Yours sincerely,

L. JAKOBOVITS,
Asher House,
Tavistock Square, WC1.

April 23

From Mr D. Lister Newcombe

Sir, Would not one fingerprint thereon have a sufficient "expectation of life" to be verifiable?

I am, Sir, your obedient servant,

D. LISTER NEWCOMBE,
19 Woods Road,
Northwood, Middlesex.

April 23

CND aims and Soviet propaganda

From Mrs Caroline Gourlay

Sir, I read your leading article today (April 21) with interest and feel myself that it is a pity that the CND is to be represented at the Prague World Peace Council, which will be little more than a Soviet propaganda affair.

I am glad, too, that you pointed out that the vast majority of the rising numbers of CND members are not from the hard left. I know many who are not even socialist, though next time round they might well vote for the Labour Party.

What you might also have explored is the reason for this expansion which, I would suggest, is directly related to the increasing anxiety felt over this Government's apparent lack of concern for the fact that the arms race is out of control.

If Margaret Thatcher is concerned to halt the proliferation of nuclear weapons she has not managed to communicate as much to the general public. On the contrary, her record of voting against disarmament motions at the United Nations can only lead people to the conclusion that she does not take the negotiations seriously.

Yours sincerely,

CAROLINE GOURLAY,
Hill House Farm,
Knighton,
Radnor, Powys.

April 23

Lead in petrol

From Mr Nigel Haigh

Sir, Your Environment Correspondent (April 19) perpetuates a misunderstanding when he says "at present petrol in the EEC must contain at least 0.15 grammes of lead per litre". An EEC directive certainly sets an upper limit of 0.4 g/l but although it does not permit member states to insist on less than 0.15 g/l it does not prevent any oil company from marketing lead-free petrol if it wishes to do so.

This point could become important if the British Government wants lead-free petrol on sale before it can persuade other member states of the Community to amend the directive. There is a school of thought in Britain that holds that environmental matters are often best handled with good sense and by voluntary agreement. Getting lead out of petrol could be the acid test of the ability of industrialists, in this case motor manufacturers and oil refiners, to agree to act without compulsion on a matter of public interest.

It is the most important of the Soviet Union's front organizations. It is controlled by the International

Finance for films

From Sir John Terry

Sir, My friend Mamoun Hassan refers, in his letter of April 19, to the well known maxim of the American studios that only one film in 10 makes a profit. Today perhaps that might be one in six. In any event it is worthy of note that the National Film Finance Corporation has received profits from one in three of the feature films it has helped to finance in the private sector. So much for the charge of socialism!

The regrettable fact is that the corporation has throughout suffered, and is still suffering, from the very limited nature of its funds and it has therefore not been able to finance any of the large film enterprises which are the ones that from time to

time show really exceptional profits.

Mamoun Hassan refers also to the fact that Gandhi would not have been made without government support through the National Film Development Corporation of India.

As I have been advising that body concerning Gandhi for over two years, I can confirm that it provided over one third of the production finance required and that a very substantial profit already seems assured.

What a pity that the size of our National Film Finance Corporation's resources did not enable it to contemplate a similar investment.

We pro-lifers do not argue that the fertilised ovum must be protected "because the soul entered with fertilisation". We do not talk theology (interestingly, it is he who invokes a rather silly report by one of the innumerable working parties of the British Council of Churches). We simply accept the massive evidence of modern science that human life begins at conception (fertilisation). As embryology, the astonishing recent development of genetics and equally astonishing achievement of so-called "test-tube" babies prove, fertilisation is the only event of which one can say, "that is when I began being me - and I have been me, a human being, ever since".

Modern science finally makes it impossible to propose any alternative starting-point. Implantation (like "quickening" and birth) is an incident in a unique human life already begun. It can successfully occur only and precisely because what is implanted is already a living human being.

We do not call a newly fertilised human embryo a "child" simpliciter. But it is a human being - an embryonic person, a child (and an adult) in the making. We do not call an acorn an oak. But once it has started to sprout it is becoming a tree.

Professor Williams wants the law to be "sensible" (i.e. to agree with him). But the law does not discriminate against the small and the young. It and democracy reject the idea of second-class, "sort of" human beings and says that human life is human life, regardless of size and age. Hence the law should provide just protection before as well as after the incident of implantation.

The alternative is to abandon justice and democracy, as well as to fly in the face of modern science. On this occasion, as always before, is not abortionism muddied and retrogressive?

Yours very truly,

JOHN TERRY,
Denning House,
90 Chancery Lane, WC2.

April 20

Buying British

From Mr Dore Silverman

Sir, This letter is typed on a Japanese-made typewriter, purchased after vain attempts - visiting five shops - to buy a British one. The first patent was taken out by an Englishman - Henry Mill - in 1714.

DORE SILVERMAN,
9 Compayne Gardens, NW6.

April 15

Endangered species?

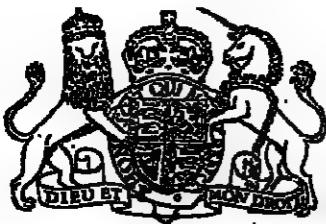
From Mr John Bremond

Sir, Lord Cudlipp (April 22) regards the fact of six editors of the *Daily Express* within six years as evidence of an endangered species. Surely it suggests a population explosion.

Yours faithfully,

J. BREMOND,
1 Brompton Terrace,
Perth.

April 22



COURT AND SOCIAL

COURT CIRCULAR

WINDSOR CASTLE
April 25. The Prime Minister of Fiji and the honour of being received by The Queen will be given to Major General Sir Michael of the Most Distinguished Order of St Michael and St George.

The Prime Minister of Fiji and Adi Lady Laia Mara have the honour of being invited to luncheon with The Queen and The Duke of Edinburgh.

Princess Anne will visit Haverhill Manufacturing, Suffolk, on July 11.

The Princess of Wales will open the new admission unit at St Andrew's Hospital, Northampton, on July 12.

The Queen, accompanied by the Duke of Edinburgh, will open the new premises of the British Academy at Cawdor Terrace, Regent's Park, on July 12.

Princess Anne will open the 23rd British Congress of Obstetrics and Gynaecology in Birmingham on July 12.

The Queen will present a guidon to the 16th/5th The Queen's Royal Lancers at Tidworth, Wiltshire, on July 13.

The Duke of Edinburgh, Chancellor of Salford University, will preside at degree congregations at the university on July 15.

The Queen, accompanied by the Duke of Edinburgh, will take the salute at the Royal Tournament at Earls Court on July 18.

The Prince of Wales, President of the Police Foundation, will give the foundation inaugural lecture at Guildhall on July 18.

The Duke of Edinburgh will attend the Royal International Horse Show at White City on July 19.

The Prince of Wales, President of the Prince's Trust, accompanied by the Princess of Wales, will attend a rock gala, in aid of the trust, at the Dominion Theatre, Tottenham Court Road, on July 20.

The Duke of Edinburgh, Patron and Trustee of the Duke of Edinburgh's Award Scheme, will give a reception at Buckingham Palace for players and sponsors of the Duke of Edinburgh's Cup golf challenge event in aid of the award programme for young people, on July 21.

The Queen and the Duke of Edinburgh will visit the Royal Welsh Show at Builth Wells on July 21.

Princess Anne will open the Nailsworth and Forest Green Scout troop headquarters at Nailsworth, Gloucestershire, on July 21.

Luncheon

Royal Over-Seas League
Sir David Scott, chairman, and members of the Central Council of the Royal Over-Seas League entertained at luncheon at the Over-Seas House yesterday. High Commissioner for Canada and Mrs Jamieson.

Service luncheon

Gallipoli Association
The annual reunion luncheon of the Gallipoli Association was held at Chelsea Barracks yesterday to commemorate the anniversary of the first landings at Gallipoli in 1915. Lieutenant-Colonel M. E. Hancock, president, presided.

Reception

Gloucestershire County Council
Lieutenant-Colonel W. A. McLelland, Chairman of the Gloucestershire County Council, held a reception at the Judges Lodgings, Gloucester, yesterday evening for the members of the county council in honour of their winning the county championship. Mr J. V. Smith, President of the Rugby Football Union, was among those present.

Dinners

H.M. Government
The Prime Minister was the principal guest at a dinner given by Mr Nicholas Edwards, Secretary of State for Wales, at the Welsh Office last night.

Those present included:

Mr Alan Johnson, Chairman of the Development Board for Rural Wales; Dr G. R. Jones, Chairman of the Welsh Assembly; the Chairman of the Welsh Water Authority; Dr T. P. Jones; Dr John Evans; Mr K. Williams and Mr F. Fletcher.

Admiralty Board
The Admiralty Board entertained Chief Admiral O. S. Dawson, of the Naval Staff, Indian Navy, at a dinner at Admiralty House last night. Mr Jerry Wiggin, Parliamentary Under-Secretary of State for the

head of the Sacred Congregation for the Doctrine of the Faith, Cardinal Ratzinger, has challenged the Church of England to spell out "with complete realism" what it believes about its own authority. There must be no shirking, he says, in a paper published yesterday, of the relationship between political and episcopal authority.

The cardinal, who is in charge of the Vatican department responsible for doctrine and discipline, states that progress towards visible unity between the Anglican Church and the Roman Catholic Church requires the former to face certain questions which have so far been avoided in doctrinal discussions between the two.

He quotes an enactment of the English Parliament in 1640, by which the ancient convocations of the Church of England were brought under full parliamentary control, and points out that in 1927 Parliament rejected a proposed revision of the Book of Common Prayer.

He raises these aspects of the legal establishment of the Church of England in a criticism of the final report of the National Spinal Injuries Centre at Stoke Mandeville Hospital, will open the new centre at Stoke Mandeville, Aylesbury, on August 3.

The Prince of Wales will open the World Petroleum Congress at the Albert Hall on August 28.

The Prince of Wales will attend the dairy farming event at the National Agricultural Centre, Stoneleigh, on September 21.

The Duke of Gloucester, President of the National Association of Boys' Clubs, will visit Boys' Clubs in West and South Yorkshire, on September 21.

The Duchess of Gloucester will attend the tenth anniversary concert of the London Oriana Choir at the Albert Hall, London, on May 26.

The Duke of Gloucester, Patron, Silver Jubilee Trust, will unveil a walkway indicator in Trafalgar Square, London, on May 31.

A memorial service for Viscount Boyd of Merchiston, CH, will be held in St Paul's Cathedral, noon, on Thursday, May 5th, 1983. No tickets will be required.

A memorial service for the Earl of Arran will be held tomorrow at St Bride's, Fleet Street, at noon.

A memorial service for Brigadier H. S. Hopkins, late of The Blues and Royals, will be held in the Guards Chapel, Wellington Barracks, on April 26 at noon.

Mr M. R. Denny and Miss J. Jameson

The engagement is announced between Mark, younger son of Sir Alastair Denny, Bt, and Lady Denny, of Abercrombie, Fife, and Junimay, daughter of Mr R. E. Jameson, of Durban, and Mrs P. Jameson, of Johannesburg.

Mr R. Blackford and Miss R. Horwood-Smyth

The engagement is announced between Richard, son of the late Mr Deryck Blackford and of Mrs Leslie Stanley, of Franklins Row, SW3, and Rosamund, daughter of Mr and Mrs John Horwood-Smyth, of Cheveley, Newmarket, Suffolk.

Mr C. J. Burton and Miss S. J. Bailey

The engagement is announced between Christopher, son of Mr and Mrs C. E. Burton, of Uckfield, Sussex, and Sharon, daughter of Mr and Mrs B. Bailey, of Nunsthorpe, Warwickshire.

Mr M. P. O'Brien and Miss D. A. Henderson

The engagement is announced between Michael Pelham, son of Mr Gabriel Pelham-Olive, of Great Cheverell, Wiltshire, and Mrs Eileen M. Olive, of Cucklington, Somerset, and Deborah Anne, eldest daughter of Mr and Mrs J. A. N. Henderson, of Brechin, Angus.

Mr K. R. Thygesen and Miss J. J. McGillivray

The engagement is announced between Kjetil, son of Mr and Mrs Geore Thygesen, of Durban, South Africa, and Jessica, younger daughter of Mrs Ann Wetherell of Minster Lovell, Oxfordshire, and stepdaughter of the late Robert Wetherell.

Mr J. Yardley and Miss M. Matheson

The marriage took place on Saturday, April 16, at the Church of St Mary and St Lawrence, Great Waltham, between Mr James Yardley and Miss Mary Matheson.

Lord Parry

Lord Parry entertained the Hotel, Catering and Institutional Management Association at dinner in the House of Lords yesterday.

Anglo-American Sporting Club

The Anglo-American Sporting Club held a boxing dinner at Grosvenor House last night at which Mr Don Cockell was the guest of honour. Mr Henry Cooper was in the ring and the other speakers were Mr Harry Carpenter, Mr Dickie Henderson and Mr Kenneth Walshehouse, secretary of the club.

Freight Transport Association

Mr J. F. Dalton, president, presided at the annual dinner of the Freight Transport Association held at the Hilton International Hotel last night. The principal guest was Mr K. Durham.

Dubur Club

Mr Peter Lane, chairman of the National Union of Conservative and Unionist Associations, were the chief guests and speakers at a Dubur Club dinner held on Thursday, April 21, at the Institute of Directors. Mr Narindar Saroo, chairman of the club, presided and 30 members and guests were present.

Action Research for the Crippled Child

Prince and Princess Michael of Kent will be guests of honour at the Sutton Place Ball Masque to be held on Friday, April 21, in aid of Action Research for the Crippled Child. The Marches de Francini and Mr Roger Cluett are co-chairmen of the ball and Mrs Timothy Nicholas is vice-chairman.

Latest wills

Mr Walter Raymond Weakly, of Chipping Campden, Gloucestershire, left estate valued at £26,030 net. He left all of his property to St James Church, Chipping Campden. Other estates include (net, before tax paid):

Mr Donald, of Great Dalby, Leicestershire, managing director of Cale, Ltd.

The Rev Dr J. M. Cave, 71; Sir John Clayton, 79; Mr David Coleman, 57; Major-General Harry Knott, 62; Mr John Lyte, 65; Sir Oliver Miller, 60; Professor J. R. Sutherland, 65; Professor J. R. Sutherland, 65; Major-General Sir Leslie Tyler, 79; Mr Morris West, 67; Air Vice-Marshal Sir Geoffrey Worthington, 80.

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Battisborough School, Holbeton, Plymouth

Open Day this summer will be on Wednesday, July 6, when Mr John Kemp will be the school guest. Term ends on July 8. The governors have confirmed the appointment of Mr Simon Gray as headmaster.

Dean Close School

Summer Term begins today. The headmaster will be on May 16, 17 and 18. Prizegiving and communion is on June 4 and 5 when the speaker will be Miss Rachel Trickitt, Principal of St Hugh's College, Oxford, and the preacher at the Commemoration Service, the Bishop of Gloucester, the Right Rev John Yates, The Old Deans' Society, and guests will be on the school on July 9.

The Rev C. C. H. M. Morgan is leaving for a parish in the City and the Rev Daniel Young takes over the chaplaincy in May. Term ends on July 7.

Felixstowe College

Summer Term begins today. The open day for preparatory school heads will be on May 3, the leavers ball on July 8 and the Old Girls' reunion on July 9. The new sixth form centre will be officially opened by Princess Anne on July 11. Term will end with parents' day on July 15 when the preacher at the leavers' service will be Canon C. M. Roston.

Kent College, Canterbury

Summer Term starts today and ends on Saturday, July 9, which is also speech day and the Old Canterburyans' reunion. Elizabeth Chubb and

Cardinal's challenge over unity

By Clifford Longley, Religious Affairs Correspondent



The head of the Sacred Congregation for the Doctrine of the Faith, Cardinal Ratzinger, has challenged the Church of England to spell out "with complete realism" what it believes about its own authority.

There must be no shirking, he says, in a paper published yesterday, of the relationship between political and episcopal authority.

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TO AVOID ACCIDENTS, DISPLAY THIS IN A PROMINENT PLACE.

HOW TO STOP CAPITAL EQUIPMENT ENDANGERING YOUR COMPANY.

Safety first.

It is a sad fact of business life that last year more companies went bust through lack of cash than any other single reason. And one of the prime causes of cash starvation was the purchase of capital equipment out of cash reserves (or bank overdraft facilities).

So before you decide to buy any more capital equipment, put safety first and, as the Governor of the Bank of England has suggested, look at all the options open to you.

To help you we would like to introduce you to one of the most important and most widely used of these options: medium term equipment finance from Mercantile Credit.

Keeping the cash flow healthy.

The logic of it is inescapable: instead of handing over a large cash sum – or increasing your liability to your bank – you take out a leasing or purchase plan to spread the load.

You choose the equipment yourself (and it can range from a company car to an oil rig) and we pay for it.

You then pay us on a pre-arranged schedule which ideally should fit your cash flow painlessly.

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But the plans don't only release cash. They can also help you take account of your tax situation and make the most of the investment incentives available. Indeed it is possible that you could have more cash after acquiring the equipment than before.

No additional security is required.

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to acquire (the equipment itself is security enough).

This is well worth bearing in mind if you're weighing up equipment finance against borrowing from the bank. Because a bank loan will almost invariably be conditional and may involve a charge over part of the business, which can impose certain restrictions.

We move quickly.

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We have the resources to match the experience. We're part of the Barclays Group and last year alone helped British industry acquire equipment to the tune of some £628 million.

Before you buy, talk.

It's easy to rush into new equipment. You suddenly see the need, there seems to be enough cash around at the moment, you know exactly what you want and – hey presto – a cash crisis.

Before you make a move, give us a ring. There is probably no-one in the whole UK financial market closer to the problems and pressures of new equipment purchasing.

Phone your local Director now – you'll find his name and number listed below.

IMI Mercantile Credit

WE'LL HELP YOU ACHIEVE MORE
WITH YOUR CASH.

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**Investment
and
Finance**
City Editor
Anthony Hilton

THE TIMES

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London WC1X 8EZ
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STOCK EXCHANGES

FT Index: 693.3 up 5.3
FT Gifts: 81.60 up 0.38
Bargains: 23,300
Tring Hall USM Index: 171.1 up 0.3
Tokyo: Nikkei Dow Jones Average 8,596.09 down 1.29
Hongkong: Hang Seng Index 1,041.07 up 34.54
New York: Dow Jones Average (latest) 1,199.88 up 3.58

CURRENCIES

LONDON CLOSE
Sterling \$1.5680 up 2.05 cents
Index 84.0 up 0.8
DM 3.83
Fr 11.47
Yen 370
Dollar
Index 122.0 down 0.4
DM 2.4440 down 35 pts
Gold
\$440 up \$2.50
NEW YORK LATEST
Gold \$441.50
Sterling \$1.5685

INTEREST RATES

Domestic rates:
Base rates 10
3 month interbank 10% = 10%
Euro-currency rates:
3 month DM 9-9%
3 month DM 5-4%
3 month 13% = 13%

ECGD Fixed Rate Sterling Export Finance Scheme IV
Average reference rate for interest period March 2 to April 5, 1983 Inclusive: 10.874 per cent.

PRICE CHANGES

Minster Assets 111p up 20p
Pan Canadian 214.5 up 2.25
Hanson Fin. 41p up 6p
Ford Mtr. 154p up 22p
Aquascutum "A" 41p up 5.3p
BSG Int. 14p up 1.5p
Cornell Dresses 141p down 27p
Comb. Tech. 51.5 down 6.75p
Rotaprint 8p down 1p
Polly Peck 217.5 down £2
Wearwell 57p down 6p
Kessey 180p down 15p

TODAY

Interims: Dunton Grp, New Australia Invest, Safeguard Industrial Invest.
Finals: Clement Clarke (Hedge), Clive Discount, Eis Grp, English National Invest, Flight Refuelling, John Menzies, S Pearson and Son, Rush and Tompkins, H C Silsby, Solicitors Law Stationery Society, Tarmac, Turf Corp.
Economic statistics: CBI Industry trends survey (April), Bricks and Cement production (1st Qtr).

Pleasurama in
casino talks

Pleasurama, which is bidding for Trident Television, has confirmed that it is negotiating to sell its one-quarter share in four London and provincial casinos to Grand Metropolitan. But it says that any reorganization would "have due regard to the importance of maintaining Pleasurama's profitability." The stake in the casinos provided £4.1m of Pleasurama's total profits of £9.5m last year.

The key to a deal taking place is a reference to the Monopolies and Mergers Commission. Lord Cockfield, Secretary for Trade is expected to make a decision in about 10 days. Any deal is conditional on approval by Pleasurama's shareholders, which include Grand Metropolitan with 29 per cent, on the offer for Trident Television going unconditional and on consultations with the gaming board.

• **49% PLACEMENT:** Insurance broker Reed Stenhouse has raised \$Can17m (£9m) through a private placement with institutional investors of 1.1 million shares. The placement, which will reduce Stenhouse Holdings' proportion of Reed Stenhouse issued equity from 52.4 per cent to 49 per cent, will enable Reed Stenhouse to make an acquisition "probably in North America," the company said.

• **BPP DEAL:** Mr Robert Maxwell, chairman of British Printing and Communications Corporation, and Mr Richard Hewett, managing director of the Reader's Digest, have signed a 10-year contract worth £25m for BPCC to produce the British edition of the Reader's Digest.

• **VIDEO DEAL:** The French state-owned firm Thomson is to start providing video tape recorders jointly made with JVC of Japan by the end of the year.

**Wall St
mixed
after
gains**

New York (Reuters) - Wall Street stock prices turned mixed, surrendering some earlier gains.

Analysts said that investors remained bullish and that many simply stepped away from the market rather than sell stocks aggressively.

The Dow Jones industrial average was ahead about 1½ points at 1197.95 after having been up more than five points during the morning. Declining issues held a narrow lead over advances, and the NYSE composite stock index pointed slightly lower.

Smithline Beckman rose 14¢ to 69 after reporting a 10 per cent rise in first quarter net.

Zenith gained a point to 18. It was profitable in the first quarter compared with a loss in the same period last year.

IBM fell one to 116, although it raised the quarterly dividend.

President Reagan has approved in principle a plan that would result in sweeping reforms of United States trade policy by creating a new department of international trade to focus heavily on increased exports.

**Court win
for Lonrho
directors**

By Our Financial Staff

First blood went to Lonrho yesterday in the battle over whether Harrods of Knightsbridge should be demerged from the rest of the House of Fraser department stores group.

It was able to claim victory in the legal skirmishes being fought with the main Fraser board in the Scottish courts.

Lonrho's legal victory was only one of a series of developments which saw Professor Roland Smith, Fraser's chairman, indicate an interest in buying the Alders department store chain from Liddens Drapery Stores and predict that the group's profits in five years would be "more than £75m," provided shareholders stuck with the main board's trading strategy and threw out Lonrho's proposal that Harrods be split off into a separate company.

A claim by the main House of Fraser board that two documents circulated to Fraser shareholders by Lonrho directors Mr Roland "Tiny" Rowland and Lord Duncan Sandys intended to deceive and mislead them was rejected by the Court of Session in Edinburgh.

The two Lonrho directors, who also sit on the Fraser board, had put their case for demerger under the store group's own letter heading.

However, the US money

**Ford of Britain lending £1,000m
to American parent company**

By Edward Townsend,
Industrial Correspondent

Ford of America, which is now beginning to return to profitability after years of big losses, last year borrowed almost £1,000m from its United Kingdom operation, it was revealed yesterday.

The 1982 accounts for Ford of Britain show that, while pro forma notes from Ford US declined to £387m at the end of last year from £656m a year earlier, the American parent received a substantial boost from a £574m original issue discount note.

The note, the first of its type to be issued by Ford UK, has a maturity date not later than January 28, 1987, and the discount was calculated "on a normal commercial basis".

Ford of Britain is not paying a dividend to the parent company for the fourth year in succession, but it has been called upon to support the US group with substantial and growing amounts of loans, often at commercial rates of interest.

The result is that Ford UK is earning almost as much money from its investments as it is from making and selling cars and trucks. Operating profit for

1982, at £109m, was boosted by £91m of net interest income, most of which came from the American loans.

Interest income was cut by foreign exchange adjustments to £83m, giving the British company a pre-tax profit of £194m against £220m in 1982.

Mr Sam Toy, the chairman



Sam Toy with the Sierra, which trimmed annual production

and managing director, who described the £220m as "relatively good" last year, said the 1982 result showed that, despite the effects of the recession and intense competition, the company was "managing to stay in the pack".

A rise in capital investment last year from £280m to £398m led to a substantial reduction in Ford's tax bill, giving a profit figure of £192m after tax against £165m in 1981.

But Mr Toy told workers that the company's position remained "precarious", and there appeared to be no relief from the misery of economic recession with Ford's competitors

offering a "tougher and tougher" fight.

He said: "I guess that we're now in the position of the man who has fallen off a cliff but has managed to catch hold of a tree on the way down. We can be pleased with the way we are hanging on and are managing to survive - but we can't afford to relax a single muscle."

Ford of Britain's turnover last year rose to £3,287m from £3,073 in 1981, but direct exports were down from £919m to £894m, covering the export of 112,000 vehicles and shipments of components, parts and accessories.

However, exports were £265m less than imports and the company said this was primarily due to the continuing failure of car plants at Halewood and Dagenham to achieve production schedules and the consequential need to balance market requirements from European manufacturing locations.

Ford UK car production was 10 per cent lower last year than in the previous two years, the company said, partly because of the introduction of the Sierra "but largely through the failure of the car plants to achieve schedules for long periods."

City Comment
**No time
for a
sell-off**

Nobody will have been observing the recent extraordinary rally in oil shares with more interest than Mr Nigel Lawson, the Secretary of State for Energy.

Having disposed of Britoil, and moved seven-eighths of the way towards disposing of British Gas's half-share in Wytch Farm, Mr Lawson is now thinking seriously about pressing ahead with his pledge to disperse the gas corporation's offshore oil interests.

British Gas has effectively (and grudgingly) put its North Sea oilfields into a package that can be transferred to the Secretary of State's name. Once he has control of the assets, it is only a matter of time before Mr Lawson orders the privatization.

Whether he decides to opt for the route of share sales à la Britoil or a straight asset sale à la Wytch Farm is something that can be decided later.

Having ridden the storm of Britoil's unhappy launch into the private sector and seen the shares rebound to just a few pence off their original issue price, Mr Lawson must be relishing the opportunity of redeeming his battered reputation by selling British Gas's oil interests to a revitalized stock market.

The Bassishaw consortium still not decided what it will do with its UDS stake of more than 14 per cent, which is big enough to stop Hanson gaining full control. The most likely outcome is that Bassishaw will accept Hanson's alternative cash offer of £334p, but it could do a deal to buy the Richard Shaws and John Collier chains from Hanson. The Burton Group also wants

to buy the two chains and had previously negotiated a deal with the UDS board.

All the UDS non-executive directors, including Sir Robert Clark and Mr David Jessel, will resign. Mr Stuart Lyons, the managing director, and Mr Robert Lyons, a director, will also leave the company after fulfilling their commitment to an orderly hand-over to Hanson. They had a "friendly meeting" with Sir James Hanson yesterday.

Hanson has acceptances for more than 62 per cent of UDS shares, and the offer remains open until May 6.

UDS surrenders to Hanson

By Jonathan Clare

The battle for UDS, the high street retailing conglomerate finally closed yesterday with the board's unconditional surrender to Hanson Trust, which bid more than £250m.

The decision to recommend the Hanson offer, which went unconditional last week, was promptly followed by the appointment of four directors from Hanson. Their first action was to appoint Hill Samuel as UDS's financial adviser.

Hill Samuel had been replaced briefly by Charterhouse Capital because UDS recommended, against Hill Samuel's advice, the rival bid

from the privately-controlled Bassishaw consortium.

The move was embarrassing because Sir Robert Clark, chairman of UDS, is also chairman of Hill Samuel.

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Polly Peck shares under fire

By Jeremy Warner

The share price of Polly Peck, the international trading group run by Cyprus-born Mr Asil Nadir, came under further pressure yesterday after a weekend press report which challenged some of the City's assumptions about the company's position and prospects.

The shares opened on the stock market yesterday at £13.75 - down 57.5p on Friday's close. They later rallied to £17.50, down £2 on the day, after the company said that the article contained a number of inaccuracies and misleading allegations.

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The company said that its auditors, Stoy Hayward, had said that it did not consider it appropriate specifically to indicate in its report on last year's accounts that it had not directly audited the Uni-Pac accounts.

In practice, there seems little chance of the preparations for sale being completed before the election, unless Mrs Thatcher holds out until next spring.

The rally in oil share prices since Opec reached its fragile new pricing agreement has more than made up for the previous setbacks, and seems to be taking an extraordinarily optimistic view of future oil price movements.

But then the market only has itself to blame if it lands another great slap of oil stock that fails to perform. Investors should tread with caution.

ROLINCO RISES 38% IN 6 MONTHS FOR U.K. SHAREHOLDERS

Between end-August 1982 and end-February 1983 Rolinco shares rose by 19% in Dutch Guilders (the base currency), or 38% in Sterling terms.

This satisfactory performance largely results from the favourable stock climate in the United States, Japan and The Netherlands, Rolinco's main investment countries.

The Report goes on to analyse in detail the policy pursued to achieve this investment result.

Rolinco is an equity-based trust, concentrating on attaining the maximum capital growth consistent with prudent investment.

Rolinco forms part of the Robeco Group of investment companies, which has its headquarters in Rotterdam, Holland, and manages

total net assets of about £ 3,500 million.

Rolinco shares are listed on the London Stock Exchange, as also are its sister companies Robeco and Rorento.

Ask for your copy of the Report and an explanatory brochure by writing to: Rolinco N.V., Dept. 383, P.O. Box 973, 3000 AZ Rotterdam, Holland.



ROLINCO

again, "it is fair to say that the investment experience of insurers during 1982 has been exceptionally profitable."

He added: "The position has now been reached, however, in many markets and classes of insurance where investment income is already more than offset by underwriting losses."

The imbalance puts the composite insurance companies in a potentially untenable position. If they got their underwriting into profitability they would almost certainly get bashed by an excess profits tax of some sort since their profits would be huge.

If they do not get their underwriting right they are exposed to investment market conditions beyond their control.

Time to cut underwriting losses
Insurers losing power base

By Our Financial Staff

Should Britain's leading insurance companies be getting the "strength of insurance" around themselves? The question is prompted by a fairly universal trend towards worsening results of their mainstream business.

The major problem we face is the market climate in which underwriters are quoting too low rated and paying insufficient attention to chances in risks and in the amount of compensation being awarded in courts of law," says Lord Aldington in his comments on the group's results.

Sun Alliance is one of Britain's big composite insurance companies, and like its comparable brethren it loses money on its primary job - which is underwriting life insurance policies.

In 1982 it managed a loss of £7m on this activity - not far from double the £3.7m loss it

COMPANY NEWS IN BRIEF

Metalrax Group: "A fair improvement in profitability" - though not in time for the interim figures - is predicted for Metalrax Group, the Birmingham-based engineers by Mr John Wardle, the chairman, who also discloses in his annual statement that the group had a "very healthy bank balance. The build-up of work in progress at December 31 was translated into sales", he adds, and shareholders' funds improved to £7.8m from £7.7m. After describing 1982 as "a red letter year for the group", Mr Wardle concludes: "1983 as a whole should show a fair improvement in profitability. For seasonal and other reasons this is unlikely to be seen at the interim stage".

Edmond Holdings: Application has been made to the Council of the Stock Exchange for the listing of 15,600 ordinary shares of 10p each at 14 1/32p per share on behalf of Edmond Holdings plc. The group's principal activity is housebuilding mainly centred on Hull and the surrounding areas of Humberside and North Yorkshire. Brokers to the issue are Sternberg, Thomas Clarke & Co.

Midland Bank Industrial Investments: has taken an equity stake in the West End-based film and video editing company, Rushes Postproduction. A financial package from Midland Bank's Group worth \$582,000, and including a 25 per cent stake in the company, has been agreed to assist with the cost of a newly-completed edit suite and the general expansion of the business.

Newmarket Company (1981): Net revenue before tax and minorities, for the quarter to March 31 last, \$93,000, compared with \$851,000 for the similar quarter of 1982.

Midland Bank Holding Finance Ltd (MBIF), a subsidiary of Midland Bank, has acquired an 11.15% equity interest in Transatlantic Oil Company in the form of cumulative preferred ordinary shares at a cost of £430,500. MBIF has also made available to Transatlantic a loan facility. Mr Alan J. Marsh will represent MBIF on the board of Transatlantic. Proceeds from the private placement will be used to accelerate investment in new oil and gas projects, the company feels that there are currently especially attractive opportunities for participation in new ventures. These result from the fact that development costs, burdens and lease costs have fallen faster than oil prices, thus improving the economics of new ventures.

Reed Stenhouse Companies Limited: has agreed to sell 1.1m Class "A" shares through a private placement to a number of investors for about Can \$17m (£9m). The proceeds will be used for acquisitions or in the interim to reduce borrowings and increase debt capacity. As part of its ongoing strategy, the company is actively exploring potential acquisition candidates. Wood Gundy Limited acted as agent for the company. Stenhouse holdings hold the equivalent of 6.22m "A" shares. Reed Stenhouse Companies. This placement will not affect that holding but will reduce Stenhouse

Holdings' proportion of Reed Stenhouse Companies' issued capital from 52.4 to 49.0 per cent. Stenhouse Holdings' voting power has always been restricted to a maximum of 50 per cent and they will now have 49 per cent of votes.

Lambert Howarth Group (footwear): in its annual report, Mr J. M. Jackson, the chairman of Lambert Howarth Group, tells shareholders that he remains confident that its recent actions in improving productivity and product design will continue to show benefits in the future.

Spirax-Sarco Engineering: The chairman, Mr A. C. Brown, says in his annual statement that trading profitably as the company has under the conditions prevailing in its markets generally, it is evident that increased volume of business in any world recovery would improve the company's profits significantly.

Beneficial Trust: Year-end figures for Beneficial Trust the UK subsidiary of Beneficial Corporation, show an increase in outstanding balances of 25 per cent on 1981 to £78m. At the same time, lending increased from £23.5m to £48.1m, establishing a new record for the company. Managing director, Mr John France says: "The severe economic climate made 1982 a difficult year and 1983 will undoubtedly prove to be equally challenging. However, I am confident that we have the resources, product range, ability and determination to meet that challenge and look forward to significant real growth in the coming year."

Simon Engineering maintains profit in a difficult year

Preliminary announcement for the year ended 31 December 1982

Group results	1982 £'000	1981 £'000
Turnover	362,573	339,773
Profit before tax and extraordinary items	20,662	20,328
Profit after tax and before extraordinary items	14,197	15,186
Profit before extraordinary items, attributable to Simon Engineering plc	13,348	13,909
Extraordinary items	(4,970)	(560)
Profit attributable to Simon Engineering plc	8,378	13,349
 Dividends paid:		
Preference shares: 6% (now 4.2% plus tax credit)	39	39
Ordinary shares of 25p each:		
Interim 4p per share (1981-4p)	1,041	1,041
Proposed dividend:		
Ordinary shares of 25p each:		
Final 9.25p per share (1981-8.6p)	2,407	2,237
3,487	3,317	
Profit retained	4,891	10,032
Earnings per ordinary share:		
Before extraordinary items	51.1p	53.6p
After extraordinary items	32.0p	51.5p

Extraordinary items: The principal extraordinary item is a provision of £4,896,000 (after tax relief) in respect of costs arising on the cessation of certain activities.

Ordinary dividend: The directors recommend a final dividend of 9.25p per ordinary share, making a total dividend for the year of 13.25p per ordinary share (gross equivalent 18.9286p, 1981 18.0000p). The final dividend, if confirmed at the annual general meeting to be held on 13 June 1983, will be paid on 1 July 1983 to members registered on 3 June 1983.

Balance sheet:	1982 £'m	1981 £'m
Fixed assets and associated companies	60.8	59.9
Cash and deposits, less overdrafts	52.3	43.4
Other net current assets	5.1	7.3
	118.1	110.6
Shareholders' funds	95.6	88.5
Minority interests	7.1	8.5
Loan capital	11.1	10.3
Provision for pensions	0.5	0.6
Future and deferred taxation	3.8	2.7
	118.1	110.6

The 1982 accounts above are abridged extracts of the audited accounts which will be filed with the Registrar of Companies and for which the report of the auditors was unqualified.

Remarks by the chairman, Harry Harrison

In the face of three years of declining economic activity in the UK and a deepening world recession in 1982, it is no small achievement to have slightly increased profit before tax and extraordinary items.

For all our companies, trading conditions have been difficult and low world levels of demand have intensified the squeeze on margins from international competitors, all with surplus capacity to fill.

In the circumstances it was inevitable that some of our units were unable to repeat their profit performance of last year. In particular the continuing decline in investment in food processing machinery put our Food Engineering Group under severe pressures and its small increase in turnover was at the cost of much slimmer margins. The Oil Services Group, with its principal markets in the USA, felt the immediate impact of the dramatic decline in the levels of our services and drilling activity in that country.

With the benefit of its diverse operating base the Manufacturing Group held its turnover reasonably well but again on tighter margins. The Merchanting and Storage Group, though affected in both revenue and margin terms by the general recession in the oil and chemical industries, benefited from the considerable investment in storage we have made in recent years in expanding its facilities.

In the Process Plant Contracting Group some companies had a very difficult year but others did well and brought to profitable completion a number of long-term contracts. With the inclusion of the first full year's profits from Koger & Boxill and Simon-Carver (Africa) as a full subsidiary, the contribution from this group was good.

Overall, our wide spread of interests has again helped us to produce a reasonable result in another year of deep recession. Profit at the trading level showed a small decline but this was made up by an improvement in net interest receivable

and, in total, we have been able to continue our pre-tax profit growth albeit marginally.

The extraordinary items reported this year arose partly from the costs of rationalising and restructuring certain activities to improve their competitiveness and partly from the closure, after critical examination, of our drilling muds operation in the USA which incurred heavy losses following the collapse in oil drilling activity referred to earlier.

The profit results, the improvement in our cash position and the strength of our balance sheet are all measures of the great effort from our managers and employees throughout the Group during yet another demanding trading year. We are consequently in a strong position to take advantage of any upturn in trade and also of suitable opportunities for growth by acquisition.

The recovery for which the whole world has been looking is difficult to forecast with any certainty but there do now appear to be more consistent signs that the world economy, led by the USA, is on the upturn. No one is predicting or expecting that we shall quickly return to rapid growth, and in any case it will take time for any improvement to have a sizeable impact on companies supplying capital goods. Nonetheless, the outlook appears more encouraging.

An improvement in world investment and world trade now would be of more benefit to 1984 results than to the current year. Even so, on the assumption that a consistent upturn has truly started, we are looking for a reasonable outcome for 1983.

**SIMON
ENGINEERING**
Simon Engineering plc,
Cheadle Heath, Stockport,
Cheshire SK6 0RE.

Food Engineering, Manufacturing, Process Plant Contracting, Merchandising and Storage, Oil Services

Hammerson reveals £912m assets

The market has a clearer idea of Hammerson's true value after the board, breaking a lifetime's tradition, yesterday published a valuation of the group's property assets. Hammerson's investment portfolio stands at almost £912m, according to the directors' figures, placing the group about third in the property league behind Land Securities and MEPC.

The group performed well last year. Pre-tax profits up a third at £20m-405m were higher than expected and the shares surged 20% to one point to 725p, reflecting the market's pleasure.

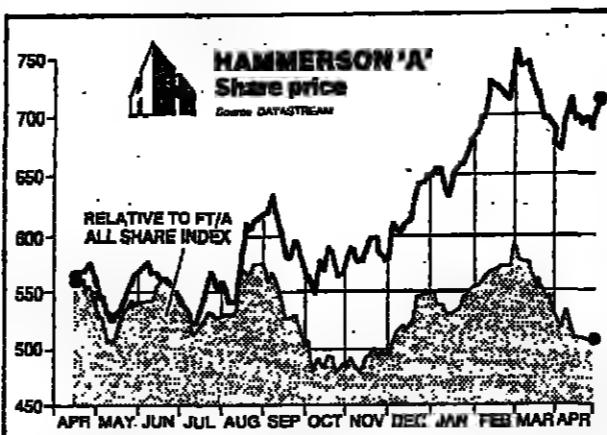
Hammerson's advance was on the back of a hefty uplift in gross rental income which rose from £50.8m to £68.153m. Most of this increase came from important rent reviews at Brent Cross, the 800,000 sq ft shopping centre in North London, and from Australian properties.

Hammerson has spent £41m since 1980 on buying out minority interests in 14 of its buildings in Australia and now has further £6.6m being earmarked for the acquisition of Australian Mutual Provident Society's mortgages and minority share interests in certain of the group's subsidiaries. Only one building - an office block in Melbourne - is not under the group's full control.

Shareholders will be fairly pleased by a final 10p dividend, taking the year's total to 13p, although some may have been looking for a larger share in the company's success.

Hammerson's cautious and selective development policy means the group can only benefit from any uplift in the world economy, with the consequent increase in demand for office space.

Even with the price around



725p, shares are still trading at a hefty discount to the net asset value, which the company estimates at 977p. Further growth can be expected as more rent reviews and reversions fall due and present developments start to produce income.

Simon Engineering

Simon Engineering
Year to 31.12.82
Pre-tax profit £20.6m (£20.20m)
Stated earnings 51.1p (53.6p)
Turnover £382.6m (£339.8m)
Net final dividend 9.25p making
13.25p (12.6p)
Share price 42.4p. Yield 4.5%

ing hard building up its order book, but it would be a mistake to expect this to show through in this year's profits.

Simon should win the main contract for a £400m chemical complex in Indonesia, and other international contracts are in the pipeline.

The lower sterling level is of more immediate benefit. This will affect the translation of overseas earnings, margins and orders. Normally very conservative in its statements, Simon says that it expects the outcome this year to be reasonable, with the international outlook at present seeming more encouraging.

The major squeeze was in food engineering, with profits at £16,000, against £1.4m on sales up from £68m to £73m.

Oil services were another difficult area, with profits down from £2m to £1m on sales down from £21m to £17m.

At the attributable level, however, profits are down from £1.3m to £8m.

Now, the company is working

this remains a prime expansion area.

At the end of the year the company was in a net cash position with £50m. Leaving out cash gearing was 19 per cent. Capital spending was down slightly last year, but should be steady this year. Simon has been cutting costs, and there is a £5m extraordinary item.

Simon's wide range of busi-

nesses has been taking a radical look at itself over the last 18 months. As a result there has been some heavy cost-cutting.

Market hopes are for about £780m pretax this year, but a clearer picture will emerge with next month's first quarter figures.

Investment

Anecdotal evidence suggests that the heavy outflow of institutional cash into foreign securities eased off considerably in the last couple of months as sterling fell. However, the latest Central Statistical Office figures on institutional flows of funds paint a vivid picture of how the institutions responded to sterling's weakness at the end of last year.

During the final quarter pension funds invested £513m in overseas equities - considerably more than the £302m they pumped into the gilts market and more than the £468m invested in equities.

The investment trusts, net sellers of equities to the tune of £536m last year, stepped up overseas equity investment to £169m in the final quarter of last year.

The net inflow in life assurance and pension funds in the final quarter of last year was less than expected at £3,200m and for the whole of last year net inflows rose by only 2 per cent to £13,100m.

Lump sum pension payments after redundancies and a high volume of life assurance policy surrenders have probably accounted for this. However, once these outflows begin to ease the picture could look very different.

Unilever, which is strongly sensitive to volume sales because of the high break even point on so many of its

UNILEVER HELD STEADY IN 1982

For the year 1982 our sales to third parties at closing rates of exchange were £13,216 million compared with £11,889 million in 1981. Sales volume was little changed.

Our results in sterling at £706 million were only just above those in 1981 but a significant factor affecting these results was the high level of restructuring costs, particularly in Europe. These costs, however, made a worthwhile contribution to an increase in productivity of 4% during 1982 in Unilever as a whole. We see these costs as part of the long term investment we are making in the future: a number of our operations improved their performance this year through steps taken in previous years to increase efficiency.

Our Annual Report indicates that we do not expect any significant improvement in world economic conditions in 1983. Nevertheless Unilever is ready to take advantage of any improvement in the world's economies as and when they come.

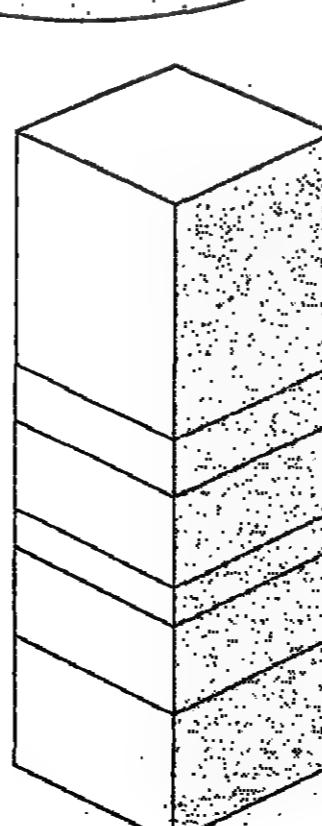


If you would like to receive a copy of the 1982 Report and Accounts please complete this coupon.

To: Public Relations Department, Unilever PLC, P.O. Box 68, Unilever House, London, EC4P 4BQ.

Name _____

Address _____



Economic notebook

Why world banks are safe and sound

At the present time developing countries owe international banks about \$300,000m (£196,000m) which is about 30 per cent of net international bank lending. Of this perhaps £180,000m is at risk, so that the international banking system has about 18 per cent of its balance sheet exposed to sovereign risk. Banks are understandably cautious about revealing this information but it is estimated that their equity capital is \$180,000m.

If the worst came to the worst and all of the \$180,000m were subject to default, the equity capital would be inadequate and the international banking system would collapse. Alternatively, \$30,000m of extra equity capital would have to be raised to save the system.

My contention is that provided the international banking system is fundamentally healthy, this extra equity capital would be forthcoming and the world capital market will effectively write off the bad debts thus preventing the baby from being thrown out with the bath water.

As our own case of the Smith St. Asbury discount house demonstrates, the capital market is prepared to write off bad debts as long as the business is fundamentally sound. But if it is fundamentally unsound, this will not happen and the banks will withdraw.

The worst is unlikely to happen. However, it is conceivable that a large international bank will suffer a default that will threaten its existence. If the bank is otherwise sound, the capital market will be prepared to write off its debts and the necessary equity will be forthcoming.

But what happens if it is unsound and the capital market allows it to collapse? The conventional view is that the rest of the banking system will collapse in sympathy for two reasons. First, depositors will take fright that an epidemic is about to spread and will withdraw their

Michael Beenstock
The author is Professor of Finance and Investment at the City University Business School.

deposits, thus precipitating multiple bank closures.

Secondly, there will be knock-on effects through the interbank market insofar as other banks have lent to the bank which has failed. Deposit flight would only be justified if the interbank network would indeed trigger domino effects.

If bank X has failed and bank Y has lent part of its assets to bank X, bank Y must make provisions for those bad debts.

As long as bank Y is fundamentally sound the capital market will, if necessary, generate sufficient equity and it will continue in business.

In this respect banks are no different to other corporations. The logic of interbank transactions no more implies the demise of the international financial system when one bank fails than does the logic of interindustry transactions imply the demise of the entire economy when one company or group of companies fail.

So what is all the fuss about? Because of their exposure, bankers are understandably trying to protect themselves by putting pressure on governments and international agencies which are all too ready to assume new powers to help them out. They proclaim the gravity of the "crisis" and suggest ingenious schemes to bail them out.

All lobbyists are essentially similar and bankers are no exception. In the meanwhile, we are being panicked into reforms of the international financial system which we will live to regret.

Once the veil of ignorance comes down it is very difficult to draw back. My fear is that we are talking ourselves into a crisis that need not happen. If we all persuade ourselves that a default may cause the entire system to collapse, then it will. The point is that there is no fundamental reason why this should happen.

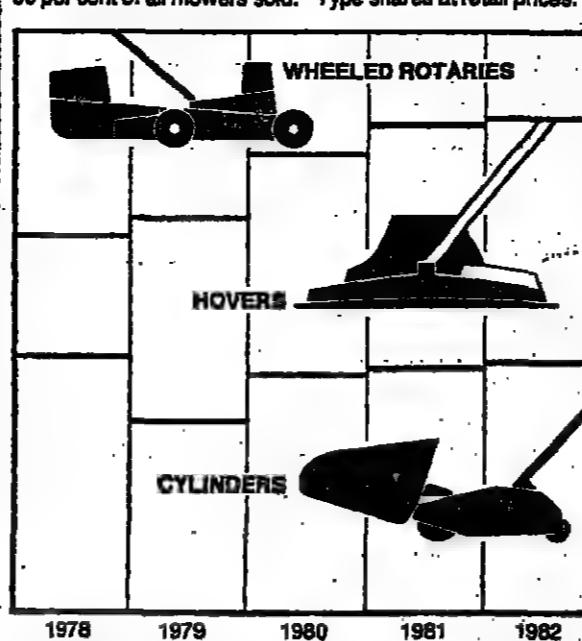
The research confirmed our worst fears," says the agency's report of the Qualcast case history. "The hover/Flymo proposition had a firm grip on the consumer mind, spelling out lightness and total manoeuvrability (side to side, back and forth), thereby making grass cutting an extension of house-

Torin Douglas reports on the 'hover bovver' that besets the gardening world

How cut and thrust of the lawnmower business went public

CHANGING SHARES OF THE MOWER MARKET

Light mains electric mowers which account for 80 per cent of all mowers sold. Type shares at retail prices.



TOTAL UK MOWER MARKET ('000 units)

Year	Units ('000)
1978	1,385
1979	1,360
1980	1,435
1981	1,520
1982	1,520

TURNOVER AND PROFIT

British Qualcast (Home & Garden Equipment) Ltd.

Turnover (£m)	Pre-tax profit (£m)
1978 35	2.7
1979 35	2.2
1980 42	3.3
1981 47	4.4
1982 41	2.5

Flymo Ltd

Turnover (£m)	Operating profit (£m)
1978 14	1.8
1979 21	2.9
1980 35	3.8
1981 43	3.1
1982	

* Figures not yet available

subsidiary of Electrolux.

comparative advertising in the press, stressing the speed of the hover and maintaining that there was no need to collect the clippings as they formed a beneficial mulch on the lawn. Qualcast complained to the Advertising Standards Authority about this campaign and had its complaints upheld.

It was that commercial, showing the hover leaving cuttings on the lawn and the Concorde leaving a beautiful striped finish, that started the "bovver" that continued to this day. Flymo complained about this commercial, but its complaints were rejected. The next year it retaliated with its own

"We're not denying that

hover sales are continuing to grow and so is their share of the market. But the source of their growth is changing and it now comes at the expense of the wheeled rotary mowers and not at "dure". The campaign won Qualcast and Wight Collins an Advertising Award last year.

Mr Bullock maintains that the pre-Qualcast commercial, even with its corrections, is still misleading in that it shows the Flymo being used at a different cutting level than that recommended by the manufacturers.

In addition, Flymo has just brought out a revolutionary grass-collecting hover, the XE38, that performs far better than the XE28 and really does "Hoover" up the cuttings.

What is certainly confusing is the rival claims about the market share, since both companies maintain they have market leadership - Qualcast says it has 47 per cent of the total mower market, Flymo 31 per cent and Black & Decker 18 per cent, while Flymo maintains that its own share of the power mower market, which accounts for 95 per cent of all mowers sold, is 35 per cent against Qualcast's 32 per cent and Black & Decker's 20 per cent.

The market in Britain is worth about £60m a year, with 1.3 million mowers being sold last year, but it is heavily dependent on the weather. Where Flymo really scores is in its export performance. About 25 to 30 per cent of the 750,000 mowers it sold last year went overseas. It claims 20 per cent of the European market, won the Queen's Award for Export's last year and is about to tackle the enormous American market. A subsidiary of the Swedish Electrolux group, it has worldwide patents on many of its developments, including the rear-suction process on its new XE38.

Mr Mostyn agreed that the XE38 is a far better product than the XE28 shown in the Qualcast commercial but he maintains that there are still other misconceptions that must be tackled. "We would like to see everyone to be able to do their own comparative test between the Concorde and the hovers. Meanwhile, the revival of the controversy - with a little help from the weather - has boosted lawnmower sales dramatically.

What has given strength to the Qualcast television commercials over the past three years is the fact that all claims made in the advertisements have to be verified and Wight Collins has done this. The Independent Television Commercials Association (ITCA) demands evidence from independent tests, conducted by the Production Engineering Research Association (PERA), to back up its claims. The present commercial goes further in "knocking" its rival than any previous one, yet it still received ITCA approval.

Flymo disputes the evidence, however, and even accuses the ITCA and PERA of taking Qualcast's side in the dispute. It claims that there are still other misconceptions that must be tackled. "We would like to see everyone to be able to do their own comparative test between the Concorde and the hovers.

Last week at a press conference to mark Flymo's Queen's Award for Technological Achievement - given for its use of robots in building the mowers - Mr Peter Bullock, managing director, was scathing

This advertisement is published by Morgan Grenfell & Co. Limited on behalf of BTR plc.

"Investing in Success" Equities PLC

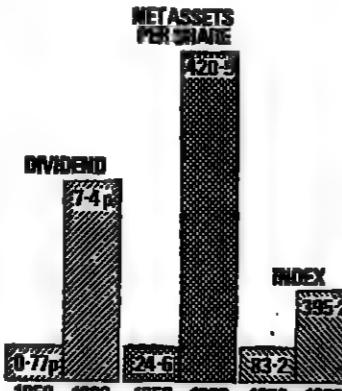
24th ANNUAL REPORT Year to 31 January 1983

Successful long term growth since 1959

Dividend has increased 861%
Net asset value per share has increased 1609%

"Our investment policy remains unchanged. There are many excellent companies in the U.K. whose profits grow year by year and which are as well managed and as efficient as anywhere else in the world. There are also many excellent companies in Japan and the U.S.A. to enable us to continue our policy of 'Investing in Success'."

Copies of the Accounts are available from:
City Financial Administration Limited, Regis House, King William Street, London EC4R 9AR.



Britannia Arrow Holdings PLC

Pre-tax profits rise by 42%

Summary of Results: Year to 31st December, 1982

Pre-tax profits up 42% to £6.0m (1981 £4.2m)

Total ordinary dividend increased to 1.7p net (1981 1.5p net)

Earnings per share up to 4.5p (1981 4.0p)

The Rt. Hon. Geoffrey Rippon Q.C., M.P.
makes the following points in
his Chairman's Statement:-

Our five year record shows uninterrupted growth, not only of profits but also of earnings, dividends and assets per share.

Fund management division - £1,200m now under management compared with £200m 5 years ago.

Further acquisitions are envisaged particularly in the U.S.A. where agreement in principle has been reached to acquire an investment management group in Boston, Mass., with funds in excess of \$1,600m.

Every confidence that the Company will again be strengthened and its profitability increased in the current year.

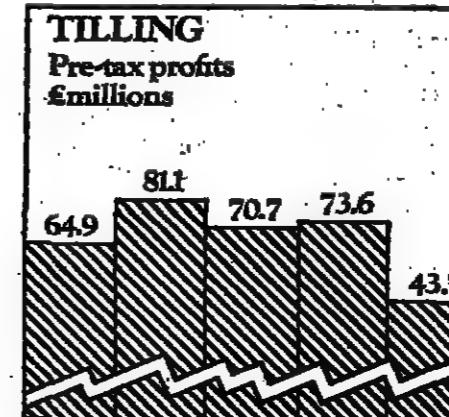
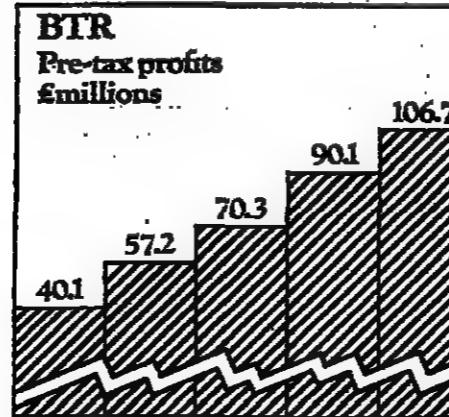
Annual General Meeting at Ironmongers' Hall, Aldersgate Street, London, E.C.2, on Thursday, 19th May, 1983.

Copies of the Annual Report and information concerning the activities of the Group, which include a range of unit trusts and investment management services, may be obtained free from:

The Secretary, Britannia Arrow Holdings PLC, 100 Finsbury Square, London, EC2M 7AS.

The record speaks for itself.
The measure of BTR's management depth, strength and resources is its continuing success.

1982 was BTR's 16th consecutive year of growth in pre-tax profits. How does Tilling compare?



BTR - Tilling
There's no comparison.



BACK THE BTR BID

The directors of BTR plc (including those who have delegated detailed supervision of this advertisement) have taken all reasonable care to ensure that the facts stated and opinions expressed herein are fair and accurate and each of the directors accepts responsibility accordingly.

J.P. Morgan & Co.

COMMODITIES

LONDON METAL EXCHANGE		SOYABEAN MEAL		Yester's Close		Previous Close	
High grade copper	1107-1108.00	1105.80-7.00	1105.80-7.00	127.50-145.00	125.00-125.50	125.00-125.50	125.00-125.50
Cash	1134.00-1135	1133.80-7.00	1133.80-7.00	125.50-125.50	125.50-125.50	125.50-125.50	125.50-125.50
Three months	1108.10-1109.1	1108.00-7.00	1108.00-7.00	125.50-125.50	125.50-125.50	125.50-125.50	125.50-125.50
Two cash	1111.00-1112.00	1110.80-7.00	1110.80-7.00	125.50-125.50	125.50-125.50	125.50-125.50	125.50-125.50
Three months	1114.00-1115.00	1113.80-7.00	1113.80-7.00	125.50-125.50	125.50-125.50	125.50-125.50	125.50-125.50
Four months	1117.00-1118.00	1116.80-7.00	1116.80-7.00	125.50-125.50	125.50-125.50	125.50-125.50	125.50-125.50
Five months	1120.00-1121.00	1119.80-7.00	1119.80-7.00	125.50-125.50	125.50-125.50	125.50-125.50	125.50-125.50
Six months	1123.00-1124.00	1122.80-7.00	1122.80-7.00	125.50-125.50	125.50-125.50	125.50-125.50	125.50-125.50
Seven months	1126.00-1127.00	1125.80-7.00	1125.80-7.00	125.50-125.50	125.50-125.50	125.50-125.50	125.50-125.50
Eight months	1129.00-1130.00	1128.80-7.00	1128.80-7.00	125.50-125.50	125.50-125.50	125.50-125.50	125.50-125.50
Nine months	1132.00-1133.00	1131.80-7.00	1131.80-7.00	125.50-125.50	125.50-125.50	125.50-125.50	125.50-125.50
Ten months	1135.00-1136.00	1134.80-7.00	1134.80-7.00	125.50-125.50	125.50-125.50	125.50-125.50	125.50-125.50
Eleven months	1138.00-1139.00	1137.80-7.00	1137.80-7.00	125.50-125.50	125.50-125.50	125.50-125.50	125.50-125.50
Twelve months	1141.00-1142.00	1140.80-7.00	1140.80-7.00	125.50-125.50	125.50-125.50	125.50-125.50	125.50-125.50
Three months	1144.00-1145.00	1143.80-7.00	1143.80-7.00	125.50-125.50	125.50-125.50	125.50-125.50	125.50-125.50
Four months	1147.00-1148.00	1146.80-7.00	1146.80-7.00	125.50-125.50	125.50-125.50	125.50-125.50	125.50-125.50
Five months	1150.00-1151.00	1149.80-7.00	1149.80-7.00	125.50-125.50	125.50-125.50	125.50-125.50	125.50-125.50
Six months	1153.00-1154.00	1152.80-7.00	1152.80-7.00	125.50-125.50	125.50-125.50	125.50-125.50	125.50-125.50
Seven months	1156.00-1157.00	1155.80-7.00	1155.80-7.00	125.50-125.50	125.50-125.50	125.50-125.50	125.50-125.50
Eight months	1159.00-1160.00	1158.80-7.00	1158.80-7.00	125.50-125.50	125.50-125.50	125.50-125.50	125.50-125.50
Nine months	1162.00-1163.00	1161.80-7.00	1161.80-7.00	125.50-125.50	125.50-125.50	125.50-125.50	125.50-125.50
Ten months	1165.00-1166.00	1164.80-7.00	1164.80-7.00	125.50-125.50	125.50-125.50	125.50-125.50	125.50-125.50
Eleven months	1168.00-1169.00	1167.80-7.00	1167.80-7.00	125.50-125.50	125.50-125.50	125.50-125.50	125.50-125.50
Twelve months	1171.00-1172.00	1170.80-7.00	1170.80-7.00	125.50-125.50	125.50-125.50	125.50-125.50	125.50-125.50
Three months	1174.00-1175.00	1173.80-7.00	1173.80-7.00	125.50-125.50	125.50-125.50	125.50-125.50	125.50-125.50
Four months	1177.00-1178.00	1176.80-7.00	1176.80-7.00	125.50-125.50	125.50-125.50	125.50-125.50	125.50-125.50
Five months	1180.00-1181.00	1179.80-7.00	1179.80-7.00	125.50-125.50	125.50-125.50	125.50-125.50	125.50-125.50
Six months	1183.00-1184.00	1182.80-7.00	1182.80-7.00	125.50-125.50	125.50-125.50	125.50-125.50	125.50-125.50
Seven months	1186.00-1187.00	1185.80-7.00	1185.80-7.00	125.50-125.50	125.50-125.50	125.50-125.50	125.50-125.50
Eight months	1189.00-1190.00	1188.80-7.00	1188.80-7.00	125.50-125.50	125.50-125.50	125.50-125.50	125.50-125.50
Nine months	1192.00-1193.00	1191.80-7.00	1191.80-7.00	125.50-125.50	125.50-125.50	125.50-125.50	125.50-125.50
Ten months	1195.00-1196.00	1194.80-7.00	1194.80-7.00	125.50-125.50	125.50-125.50	125.50-125.50	125.50-125.50
Eleven months	1198.00-1199.00	1197.80-7.00	1197.80-7.00	125.50-125.50	125.50-125.50	125.50-125.50	125.50-125.50
Twelve months	1201.00-1202.00	1200.80-7.00	1200.80-7.00	125.50-125.50	125.50-125.50	125.50-125.50	125.50-125.50
Three months	1204.00-1205.00	1203.80-7.00	1203.80-7.00	125.50-125.50	125.50-125.50	125.50-125.50	125.50-125.50
Four months	1207.00-1208.00	1206.80-7.00	1206.80-7.00	125.50-125.50	125.50-125.50	125.50-125.50	125.50-125.50
Five months	1210.00-1211.00	1209.80-7.00	1209.80-7.00	125.50-125.50	125.50-125.50	125.50-125.50	125.50-125.50
Six months	1213.00-1214.00	1212.80-7.00	1212.80-7.00	125.50-125.50	125.50-125.50	125.50-125.50	125.50-125.50
Seven months	1216.00-1217.00	1215.80-7.00	1215.80-7.00	125.50-125.50	125.50-125.50	125.50-125.50	125.50-125.50
Eight months	1219.00-1220.00	1218.80-7.00	1218.80-7.00	125.50-125.50	125.50-125.50	125.50-125.50	125.50-125.50
Nine months	1222.00-1223.00	1221.80-7.00	1221.80-7.00	125.50-125.50	125.50-125.50	125.50-125.50	125.50-125.50
Ten months	1225.00-1226.00	1224.80-7.00	1224.80-7.00	125.50-125.50	125.50-125.50	125.50-125.50	125.50-125.50
Eleven months	1228.00-1229.00	1227.80-7.00	1227.80-7.00	125.50-125.50	125.50-125.50	125.50-125.50	125.50-125.50
Twelve months	1231.00-1232.00	1230.80-7.00	1230.80-7.00	125.50-125.50	125.50-125.50	125.50-125.50	125.50-125.50
Three months	1234.00-1235.00	1233.80-7.00	1233.80-7.00	125.50-125.50	125.50-125.50	125.50-125.50	125.50-125.50
Four months	1237.00-1238.00	1236.80-7.00	1236.80-7.00	125.50-125.50	125.50-125.50	125.50-125.50	125.50-125.50
Five months	1240.00-1241.00	1239.80-7.00	1239.80-7.00	125.50-125.50	125.50-125.50	125.50-125.50	125.50-125.50
Six months	1243.00-1244.00	1242.80-7.00	1242.80-7.00	125.50-125.50	125.50-125.50	125.50-125.50	125.50-125.50
Seven months	1246.00-1247.00	1245.80-7.00	1245.80-7.00	125.50-125.50	125.50-125.50	125.50-125.50	125.50-125.50
EIGHT MONTHS	1249.00-1250.00	1248.80-7.00	1248.80-7.00	125.50-125.50	125.50-125.50	125.50-125.50	125.50-125.50
Nine months	1252.00-1253.00	1251.80-7.00	1251.80-7.00	125.50-125.50	125.50-125.50	125.50-125.50	125.50-125.50
Ten months	1255.00-1256.00	1254.80-7.00	1254.80-7.00	125.50-125.50	125.50-125.50	125.50-125.50	125.50-125.50
Eleven months	1258.00-1259.00	1257.80-7.00	1257.80-7.00	125.50-125.50	125.50-125.50	125.50-125.50	125.50-125.50

Sandy McLachlan looks at elusive wonder of Woolies

Woolworth still in search of a winning strategy

F. W. Woolworth completed two years of record profits in Britain in 1974. But followers of the retail scene were not impressed by the US-controlled company's performance.

The most extreme comment came from a stockbroking analyst who said that Woolworth was a "buy" recommendation. His reason was that "the situation is now so bad that it can only be a matter of time before the US parent, at long last, picks up the UK disaster area, shakes it by the scruff of the neck and drops it after a large intravenous injection of top flight management".

Almost 10 years on, Woolworth is in a not dissimilar situation. The American connexion has been severed, the company is now wholly British-owned, and it has just produced a set of figures that prompted the market to push the shares up by 20p to a new high of 177p.

But the new British management has done little in its three-month period of tenure to change this retailing Leviathan. The latest figures which excited the market so much reflect little more than the better figures reported by the rest of the retail trade for the last quarter of 1982.

So what is The Wonder of Woolies? In spite of the market's view, it is hard to see.

The group has the right-sized stores in the wrong positions; more importantly, it has the wrong-sized stores in the right

The group has the right-sized stores in wrong places

positions. Its product range, and its image in the eyes of the consumer are both still suspect, and Mr John Beckett, its new chairman, admits that the company is not going to be turned round by a short-term miracle.

In fact, all that has really changed is that the new management has openly admitted the problems that exist. Mr Beckett himself pinpoints areas that others have been preaching for years: "The original brilliant retailing concept of Frank Woolworth has become blunted and diluted over the years and progressively less related to the need of the modern consumer."

In today's retailing terms, that means that Woolworth is still a "variety store", falling



Mr John Beckett (left), new chairman, with Mr Victor Blank, who advised the consortium that bought the company from its former American parent.

between the various stools of hypermarkets, supermarkets, retail specialists in specific fields *et al.*

This point is highlighted by another remark by Mr Beckett: "The confusion of purpose had a number of consequences, one of which was a proliferation of merchandise". The group has had a number of false dawns aimed at moving into new areas (for example Woolco and 21st Century Shopping), but has never really got to grips with deciding what to sell in its 1,000 or so traditional outlets.

That, in turn, leads to yet another dilemma, which Mr Beckett is prepared to bring into the open: the property value of the group... we were not satisfied that the property disposal programme started by the previous board would be consistent with new trading policies. *The property portfolio is the single most important physical asset possessed by the business.*"

Property sales have been halted while a review of the property portfolio undertaken. It may be unkind to take the view that this stance means Woolworth is more valuable as a property exercise than a retailing chain. But it is not – the number of lines stocked, the number of suppliers used and – probably most indicative – the number of buyers employed by the company. These are tangible improvements.

It remains incontrovertible, however, that you do not

change a group like Woolworth overnight. Under new management, the group has a new capital structure. In financial terms this is obviously important because extra bank and loan-stock interest make the new parent company, Woolworth Holdings, a highly geared animal.

But in the long-term, the future of Woolworth in the high street will depend on its ability to find a trading image that will pull in not just customers – but also their money. For the last decade at least, Woolworth has had a very high volume of customer throughput, but the average amount spent has been pitifully low compared with Marks & Spencer or British Home Stores.

Mr Beckett will not say that the planned divisionalization of the Woolworth management structure will lead to, or be accompanied by, divisionalization of the group in the retail outlets. But the B & Q do-it-yourself branches have contributed most to the group's improving profit record, and it is hard to see how Woolworth can get its trading aspect right without store specialization, no matter how good its management is.

Both size and location are an inheritance from the past, and today's retailing structure offers little joy for a traditional variety store operating from a prime high-street site.

The old concept has become blunted and diluted

means that four-fifths of the trading lines are staying too long on the shelf.

That Woolworth is trying to get to grips with this problem is evidenced by the reduction in the number of lines stocked, the number of suppliers used and – probably most indicative – the number of buyers employed by the company. These are tangible improvements.

It remains incontrovertible, however, that you do not

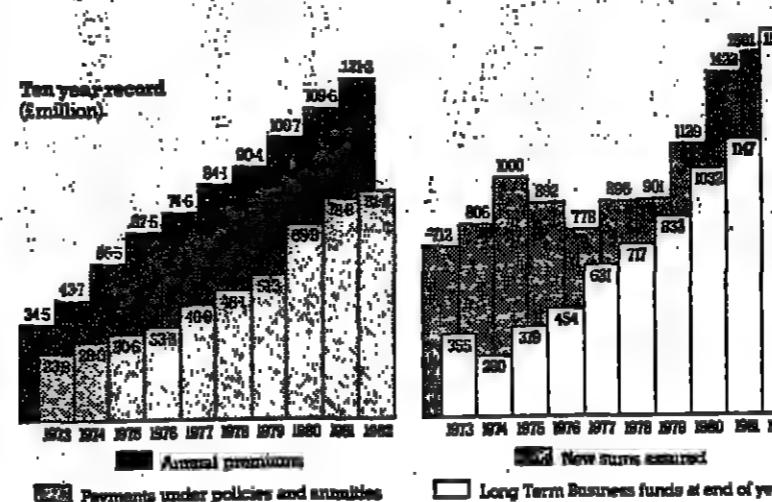
1982 - A particularly successful year for Equity & Law

Extracts from the statement by the Chairman, Mr P D J H Cox, circulated with the Report and Accounts for 1982:

- * Shareholders' earnings rose by 25% and the dividend has been increased from 15.0p to 18.5p per share.
- * New annual premiums rose from £25.1m to £27.1m despite a drop of £2.5m in increments under existing pension schemes; new single premiums were £46.6m compared with £27.6m in 1981.
- * Our overseas operations now make a significant contribution to the Society's new business, mostly from Holland but with an increasing proportion from Germany. In 1982 17% of our total new annual premium income arose overseas and more than a third of our new single premiums.
- * The Society's individual with-profit new business, with new annual premiums rising from £5.6m to £9.0m and new single premiums of £3.7m, should contribute particularly to future profits.
- * Invested assets increased 37% to over £1,750m.
- * Equity & Law is strong financially, it has an expert staff and it offers a wide range of modern products. I am confident, therefore, that 1983 will be another very successful year.

Highlights of the Year	1982 £ million	1981 £ million
New Sums Assured	1,501	1,422
New Annual Premiums	27.1	25.1
Total Premium Income	168.1	137.7
Payments to Policyholders	81.2	78.8
Group Net Assets	1,724	1,273
Investment Reserve	130	123
Dividend for the Year	3.72	3.01

Copies of the Report and Accounts can be obtained from the Secretary, Equity & Law Life Assurance Society plc, 20 Lincoln's Inn Fields, London WC2A 3ES



Equity & Law

Extracts from the Chairman's Statement.

Building Society seeks more mergers and greater co-operation with other financial institutions.

In his statement to members at the Society's Annual General Meeting on 25 April, Chairman Mr Dennis Howroyd predicts that further mergers will be sought.

He says:

"The merger between national societies of the size of The Burnley and Provincial was a major financial event and one which provided a strong indication of the beliefs we hold regarding the future structure and requirements of our Industry. Having demonstrated an ability to achieve a major merger we have strengthened our appeal to other societies who take a similar view of the future. We will therefore continue an active search for further partners as a matter of priority."

Commenting on the future role of building societies he said:

"Powers for Societies to set up Banks and Insurance Companies do not, I feel, sit easily with the

views which I have already expressed on the need for mergers within our Industry particularly bearing in mind the need to avoid costly duplication of effort. There is a strong case for exploring the common ground between financial institutions in order to avoid a serious fragmentation of effort leading to higher costs for the consumer."

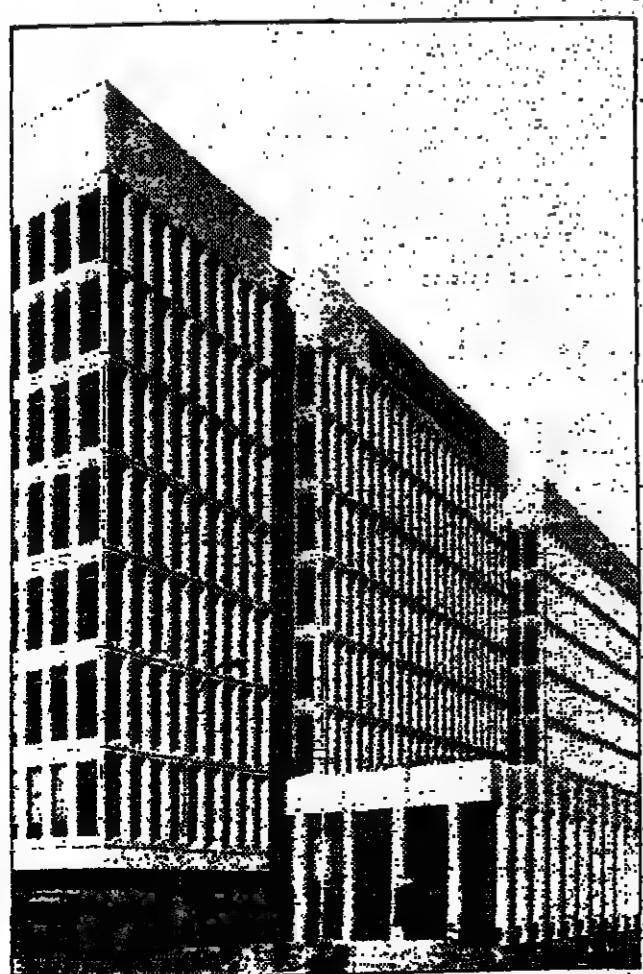
Extracts from the 1982 Results

- More growth. Assets increased by 17.7% to £3,365m.

- More convenience. Customers needs are now serviced by 372 branches and 1018 agents.

"I commend these results to you in this, the first year of National & Provincial Building Society. May I say that I look forward with optimism to even greater progress in the years ahead in the full knowledge that our merger has given us the added size and strength we need to ensure our future success."

- Dennis Howroyd, Chairman.



Head Office: Provincial House, Bradford.

Following National & Provincial's successful merger between the Burnley and Provincial in December, the new society is already looking towards the next

- More to homebuyers. The two constituent societies lent over £700m which enabled over 38,000 families to buy their own homes.

- More for home improvements. £62m lent to existing customers.

- More investors. 290,000 new accounts were opened during the year which increased the total in number at 31 December to over 1.6 million.

National & Provincial
Incorporating The Burnley Building Society
More strength to help more people.

Malaysia orders GEC videotext system

By Clive Cookson,
Technology Correspondent

GEC Computers has won a £2.7m contract to install a public videotext system in Malaysia on similar lines to Britain's Prestel.

The order, which was won against intense competition from Japan, Canada and particularly from France, puts Britain in a strong position to dominate the huge potential market for telephone-based information systems in the Far East.

Hongkong already runs a British videotext system, also supplied by GEC, and Singapore is expected to place a big order this year.

Mr Frank Burgess, general manager of Prestel, said that a British consortium, headed by Aegon, the computer software company was "well placed" to win the Singapore contract.

He said it would be for a more sophisticated system than that ordered by Malaysian combining teletext, broadcast with television signals like Oracle and Cefax in Britain with videotext transmitted over the telephone network like Prestel.

GEC will supply Malaysia with a complete "turnkey" videotext system running on its 4000 series computers with British Telecom's Prestel software. Staff from Jabatan Telekom Malaysia, the national telecommunications authority, will train to operate the service at GEC Computers' headquarters in Borehamwood, Hertfordshire.

Wiltron, a fast-growing Californian electronics company, is to establish its European research and development centre on the Melbourne Science Park near Cambridge, with the help of an innovation grant from the Department of Industry.

Initially, the centre will develop new microwave and radio-frequency test systems for the European market.

Why BankAmerica is buying troubled Washington bank

Seafirst discloses huge losses as takeover bid is announced

Los Angeles (NYT)—BankAmerica has framed its agreed takeover bid for Seafirst in such a way as to narrow its own potential losses from any loan problems that might develop at Seafirst.

On balance the deal is a good one for BankAmerica, according to Mr Lawrence Cohn, senior banking analyst at Dean Witter Reynolds. BankAmerica is fully protected against future loan losses and Washington state, where Seafirst operates, is a market that has generated pretty good growth in the past.

The agreement would make Seafirst and its principal unit, Seattle First National Bank, an independent subsidiary of the BankAmerica Corporation. The merger, valued at \$15.40 a share in an equal combination of cash and non-voting preferred stock, would give BankAmerica its first banking operations in the United States outside its home state of California.

BankAmerica, though the world's biggest international bank, is the second-largest bank holding company, after Citicorp, in the United States, and had \$122.300m in assets at the close of 1982.

The Seafirst takeover will be the largest acquisition of a bank holding company by an out-of-state bank holding company—if it is approved by the federal reserve board, the compatriot of the currency, shareholders of Seafirst (where a vote is expected within 60 days) and Washington State Senate.

A Senate Bill would permit investments by out-of-state financial institutions in more than 5 per cent of the equity of bank holding companies based in the state. The Bill is opposed by some of the state's other banking companies. The senate was holding its last scheduled meeting of the present legislative session on Sunday.

Under the BankAmerica offer, Seafirst shareholders would receive \$7.70 in cash and three-tenths of a new issue of non-voting BankAmerica preferred shares, redeemable in

1990 at \$25 each. The value is about \$15.40 a share.

Trading in Seafirst's stock was halted on Thursday on the New York stock exchange at \$14.23. The shares traded earlier that day at a low of \$12.625 and a high of \$15.75. Mr Cohn said that the Seafirst shareholders were lucky to have the BankAmerica offer. He said that without a clear agreement to shore up Seafirst's eroding capital base, large depositors at Seattle First might have rushed to withdraw savings from the bank after Seafirst's disclosure of its huge first-quarter loss.

BankAmerica, in addition to pledging \$250m in exchange for Seafirst's 16.2 million shares outstanding, also agreed to prop up Seattle First with \$150m in fresh capital once the merger is completed.

That is critical for Seafirst. Its first-quarter loss of \$133m—nearly triple the amount forecast by analysts—came after a loss of \$91.3m last year, and pushed its capital to \$323m, or 3.4 per cent of its \$9,600m assets. Bank regulators vary in the level of equity they tolerate for banks, but a figure below 5 per cent is considered precarious.

As the rescue plan was announced, Seafirst disclosed losses of \$133m for the first quarter of 1983.

The group had intensified its search for a merger partner after reporting a 1982 net loss of \$93m.

Seafirst, the biggest banking group in Washington State, has been seriously weakened by loan losses.

The merger, announced at the weekend, will be one of the largest in US banking history and will be the most significant move so far to relax US rules restricting interstate banking.

BankAmerica is the parent company of Bank of America, which is based in California.

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Frank Brown, who wrote recently that at the Palace of Westminster the on-line information system is now a way of life, describes MPs' reactions to information technology

Will the Iron Lady be remembered as the IT Lady?

Information technology techniques such as word processing and information storage/ retrieval lighten and speed the routine work of gathering information and preparing documents. Thus users can concentrate more on the subject matter, make better decisions and be more productive generally.

One institution where these techniques have made their ready apparent, but where much greater use could be made of them, is Parliament.

The amount of work done there is not only considerable but is increasing rapidly. In the parliamentary session 1979-80, for example, the House of Commons Library indexed some 80,000 items from the mass of publications produced as a result of the business done in both Houses. In the 1981-82 session, the number exceeded 100,000.

The growth will continue, partly because indexing has been extended to include certain European Parliamentary documents, but mainly because work at Westminster is also on the increase.

Some idea of how much more legislative work is being done at Westminster was given in the first report of the House of Commons' Liaison Committee

for the current session, published last December.

The report revealed that in the previous three years in which the House had sat 1,704 bills were introduced, and their three sub-committees held between them held 1,701 formal meetings and issued 172 substantive reports and 37 secondary reports. These figures do not include the additional work done before committee meetings, in informal meetings, and in drafting of reports.

The Liaison Committee then compared these figures with the work done by House of Commons committees in previous Parliaments. This showed that the average number of formal meetings per committee during the 1969-70 session was almost three times greater than in 1969-70 (33 compared with 11). Committees met more in 1981-82, attracting a higher average attendance 73 per cent compared with just 64 per cent in 1969-70.

The average number of major reports issued per committee was also much higher: 3.8 in 1981-82, compared with only 0.5 in 1969-70. This increase is output, however, can be partly attributed to the use of word processing systems for report production in recent years.

From these facts, the Liaison Committee concluded that this increased activity has "considerably extended the range of the House's activity, strengthened its position relative to that of the Government, and deepened the quality of its debates."

The increase in parliamentary work has made – and continues to make – greater demands on MPs in terms of workload. It is also clear that their workload could be greatly eased if they had IT aids such as word processors or personal computers.

The problem of providing such aids, however, is complex and has been the subject of much discussion for some years. First, there is the question of acquainting MPs with word processors and personal computers can do.

This is being tackled by the House of Commons computer development officer, Richard Morgan, who has instituted a series of familiarisation courses on microsystems and related aspects of IT for members of both houses.

Morgan, incidentally, has conducted some 18 feasibility studies into proposed applications of IT in Parliament, since he became Computer Development Officer at the

Continued on page 27



Quote from one MP: "Mrs Thatcher could well be remembered as the IT Lady."

The week: Clive Cookson

The mouse that crept out of Hanover

As someone with an allergy to large trade shows, I knew in advance that my first visit to the biggest of them all, the Hanover Fair, was going to be a nightmare.

It hit my lowest expectations, despite the charm and hospitality of my hosts, Commodore, who flew me (with two other journalists and two dealers) to Germany and back in the executive jet that Jack Tramiel, the company president, had brought over from the United States. (Happily, Mr Tramiel owns a British Aerospace 125 – characteristically bought very cheaply because the previous owner had done up its interior in such hideous decor that no one else wanted it.)

Hanover was a horror for all the obvious reasons. It was far too big and crowded to see anything worthwhile in the few hours available, and all the really exciting new computers were besieged by bulky visitors who made it impossible to get a decent demonstration.

The fair was sad too from the nationalistic point of view. For the British presence was lamentably weak in comparison with the other major European countries, Japan and the United States. ICL had the only UK stand in the same league as the international competition; it had nothing really new to reveal this year but it did put on a creditable show of its existing office computers.

A good feature of ICL's exhibition was a demonstration of "open systems interconnection" – a cable linking its products to other manufacturers' computers. There was even a little BBC Micro from Acorn on the ICL stand.

Apple's low-cost version of Lisa, called Macintosh, has not yet been unveiled but it is likely to cost about \$2,000. However, Apple too is reported to be working on a cheaper home computer of the same type so 1984 should see the most spectacular battle so far in the micro market.

Tramiel was in an expansive mood at Hanover, fuelled by the astonishing surge in demand which Commodore has experienced over the past few months.

The company has sold a million micros in the first four months of 1983, he said, as many as in the whole previous history of Commodore. Turnover and profits this year should be at least twice last year's figures.

Looking further into the future, Tramiel spoke excitedly of the major research and development effort that Commodore is now making in speech synthesis and recognition. A team is working in Dallas under Dr Richard Wiggins, a voice technologist recently recruited from Texas Instruments.

Within two years, Tramiel says, most Commodore computers will incorporate speech technology. One product which the company has in mind for the youth market is a conversational "personal robot like you have seen in Star Wars".

The author is Technology Correspondent.

Image processing

The missile with a computer map

The general field of computer processing of pictures is called image processing and is one of the more advanced areas of artificial intelligence. Computers process pictures for one of two reasons – either to produce a better "image" for human analysis or to come to an automatic decision about some object in the picture.

Applications for image processing cover a wide and expanding range – covering for example medicine, digital TV systems, astronomy, industrial robotic assembly machines, checking of agricultural produce, reading machines for the blind and satellite imagery.

The economics of the micro-electronic revolution have started to move 15 years of software development out of the laboratory and into the real world.

The Falklands conflict underlined the power of modern missiles but in practice the homing systems of missiles currently in service are very primitive compared with those under development. New missiles will use image processing to recognize the shapes of buildings, tanks or ships. Because the missile is much cheaper than the target, and only one missile is needed for destruction, slow moving or stationary objects will become increasingly vulnerable to missiles with image processing.

A generalization is that "intelligent weapons" are shifting the advantage of warfare towards the defending side, enabling even a small army to paralyse the movement of a larger army as it attacks.

The cruise missile steers itself to the target using a computer map of its route, correcting itself if it drifts off course. The impact accuracy of a few yards means that bridges, military headquarters, equipment stores, road junctions and railway yards can be destroyed by non-nuclear cruise weapons. The non-nuclear importance of cruise missiles is likely to be much greater than that of the nuclear version, because it alters the balance of East-West forces.

Satellite imagery, such as Landsat pictures, is usually transmitted from the satellite to Earth as a stream of numbers and the pictures are viewed and

Letters

A matter of discipline

From Wendy Furey, Brookmead, Hildenborough, Kent. I was interested to read Derek Friend's letter in Computer Horizons as I am taking O level computing studies as a private candidate this June.

I have a BBC micro and a husband who is a computer expert, so I wrote to London University Examination Board and asked if I could enter privately for their O level syllabus which is in its third year. Although the syllabus states that private candidates will not be accepted, they did so and referred me to the local polytechnic, which agreed to enter me with their candidates on condition I had facilities to do the course work.

This part of the syllabus carries 30 per cent of the total marks, but it is marked by the Board, not by the Centre.

The cost was £12.50, comprising registration fee, subject

fee and centre fee plus the cost of text books and previous exam papers.

The main problem is one of self-discipline and my not having taken an examination for 20 years! However, if all goes well next September I will be looking for a part-time home-micro-based job. Any offers?

From Alex Woodfield (aged 15), The Elms, 3 Sudbury Road, Halstead, Essex CO9 2RA.

Although agreeing wholeheartedly with Lester Wells' information that males in computing substantially outnumber members of the other gender, I am forced to comment that in my grammar school, although there is a thriving computer club, a course in computer science is not offered, nor required. Yet in the corresponding grammar school for girls in our area computer studies is an O level option and one, I believe, well used.

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Ivan Berg: boxed tapes of GCE revision for maths, chemistry, English and biology

How Mr Berg became a mastermind

At first glance there is little similarity between a spoken word cassette of "One hour with Edgar Allan Poe" and a micro computer program. "Know your own personality" by Prof Eysenck and Dr Wilson of London University.

The link between the two is software publisher Ivan Berg, who, with a background of journalism, TV scriptwriting and publishing audio tapes, has become a leading supplier of educational and home entertainment software.

Mr Berg's interest in computers began at Christmas 1981 when he bought his son a VIC 20 home computer, and discovered that, apart from the ubiquitous invaders games, there was a dearth of programs available.

With the aid of the instruction manual, he set about exploring BASIC and discovered that it was not dissimilar to learning a new language; soon he had mastered it and started writing his own programs.

Realizing that nobody was filling his perceived gap in the market, he approached Commodore with his ideas for new "non-games" software, and with their help, set up a research team to develop them.

The first program to evolve was "Mastermind", based on the BBC favourite. It uses the computer's compatible tape

deck to the full, enabling a program of about 60k to be loaded in small sections into a 16k machine.

By autumn 1982 he had published 14 quiz, educational, and home utility programs, and is now firmly established with his boxed tapes of GCE revision for such subjects as maths, chemistry, English and biology.

Using the knowledge he acquired while selling tapes, he has just concluded a deal to distribute educational software through conventional record and tape outlets; the record industry, with its dwindling sales, was very receptive and display racks should be finding their way into High Street record stores within the month.

Mr Berg's latest titles include teach and test tapes for children aged four to eight, written in association with Hodder and Stoughton, and, using the power of the new Commodore 64, a program written jointly with astronomer Patrick Moore. He will display any given sky on the screen, bringing a planetarium to the living room.

He has just concluded deals with Acorn, makers of the BBC micro, and Texas Instruments, for a radically new approach to education, with programs being sold under the collective title of "Computer Tutor".

Geoffrey Ellis

A new line in software at the town hall

Stephen Johnson



The Xerox Marathon produced a new range of copiers every office should find room for

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RANK XEROX

Everyone in for the revolution

The main problem for the computerized council of Trafford is that everyone wants a terminal in the office to look at his own data. It is an indication of the success of the borough, in the Greater Manchester area, has achieved in getting to grips with its new tools.

In March 1978, George Laws, acting treasurer, was given overall responsibility for the council's computer resources. He found there were difficulties in a number of areas.

On the personnel side, there were systems development staff on the establishment but, because their grades were too low, it was difficult to recruit suitable workers.

Trafford had tried training programmers in-house, but found that, largely because of better salaries in industry, they left as soon as they were of real value. This problem is one that all sections of the computer industry have to face, though it is not always directly related to pay. Lack of job satisfaction resulting from being bogged down with boring maintenance work was a big factor, and often overlooked.

Senior staff were also spending too much time checking the work of trainees and with maintenance. Like most of the computer industry, 70 per cent of staff time was spent on maintaining existing systems while only 30 per cent was spent on developing new applications.

Because of the lack of pace and vitality in development, extra hardware was needed to maintain the existing service. As in the private sector, problems had been temporarily solved by cobbling up many proprietary software packages.

This put Trafford at the crossroads in computing terms. Councillors were told by Mr Laws they had two options: either to stand still with current staffing levels, hardware and existing systems or to enter into a commitment to full computer development.

When the real issues were presented to the councillors, a positive response was received and a commitment to develop the computer services at the borough to its fullest potential was agreed.

On energy management alone the system has saved £750,000 a year out of a budget of £2,500,000. Mr Laws estimates his department would have to double in size if it were not for the systems so far developed. This would cost an extra £12m a year.

The only way to beat the maintenance backlog was to buy in fourth generation software tools that would develop more efficient systems more quickly and to turn the computer from being a mere speed adding machine into a management information system. The council has a 6 megabyte IBM 3031 at present and is upgrading to an IBM 3083E under MVS.

First, on the staffing side there was an urgent need to get and keep better quality people. While at first glance this could be seen as pushing up labour costs, it was not so in practice. Higher calibre staff produce more lines of code more quickly so the employer needs fewer or, in Trafford's case, no extra staff.

In 1974 Trafford employed 27 people in its DP department. Again this was on a par with many private sector installations of about the same size. It now employs 21. This means fewer people are concerned with data input and more with teleprocessing work. The staff costs in 1974 were £187,000. In 1982 they had only risen about £1,000 to £188,000. The most

important change was dropping the training scheme. This means that all staff are producers and not supervisors.

Second, the council needed a strategy and Mr Laws had a vision whereby the information necessary to enable management and workers to function efficiently would be readily available for them without having to know anything about computers and any more effort than merely asking for it. In 1978, Mr Laws found the nearest anyone could get to this was to develop personal DP facilities on as simple a basis as possible using video terminals.

Third, Mr Laws decided Trafford needed a viable database for storing information that could be used by more than one council department. There were two main reasons for this. One was that without the information being held on the computer, it would not be possible for many access points to obtain it and the other was Mr Laws's conviction that this was a major route to cutting down routine maintenance.

A shortlist of five products was drawn up. These were: Adabas, DL/I, IDMS, Ramis II and Total. Ramis II was picked because Mr Laws found it had the shortest learning curve and hence would be the easiest to use as well as tying up the least expertise.

More than 20 major applications have been completed since Ramis II was installed in April, 1979.

The aim of the system was to make the best use of energy consumption by eliminating waste. This would then liberate resources for more effective provision of community needs.

It also identifies managerial responsibility and consumption targets. Every year, the 10 buildings with the highest energy costs per square metre and cost/consumption per occupant are easily identified and Trafford's fuel efficiency engineer then concentrates on improving them to bring down costs. It also enables the council to plan capital schemes and architect briefs for all projects far more coherently. It covers mains gas and electricity, oil, water, calor gas, coal and telephones. The council can also examine more closely monthly accounts from suppliers.

The system also identified the following errors:

• The energy bills of a building administered by another local authority were being paid for by Trafford;

• Trafford was being overcharged 100,000 service units per quarter over a seven year period on a block of flats;

• The electricity bills for a police communications signal booster were being debited to Trafford;

Computer manager at Trafford is Bill Hough who pioneered the use of UFO. This is a software tool supplied by Systems Resources at Coventry that enables teleprocessing jobs to be written more quickly compared with IBM's own product, Cics. Another problem with Cics is that there are very few staff in the industry who know how to use it and consequently they attract very high salaries.

Hough said: "I have yet to hear a valid reason for not using UFO. I think it is the concept of the way we work that has changed things at Trafford. It was brought in by Mr Laws to get applications moving and what has counted is the attitude of PD staff to getting the best out of the tools available."

Chris Youett



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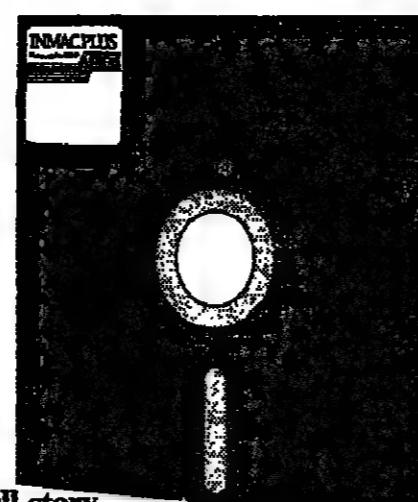
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Any old computers for sale?

It looks like the usual Saturday jumble sale battle; in fact, this was the one-day bring-and-buy sale at the London Festival of Computing, writes Geoffrey Ellis. Goods

for sale included old printed circuit boards, chips, keyboards, instruction books for old machines — even a vintage teletypewriter. The enthusiasm of this year's visitors has

ensured a three-day booking in April this year of the Central Hall, Westminster. This year about £6,000 was raised for the Association of London Computer Clubs.

The gap, believe us, is wide.

And the confusion surrounding personal computers widespread. Because the term 'personal' computer now stretches to include a multitude of machines, with a diverse range of functions and capabilities.

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A fact that makes Digital the world's largest manufacturer of minicomputers. Which, in turn, makes it less of a surprise that Digital have now developed a range of personal computers unrivalled in their ability to meet today's professional requirements. At all levels. Because from the dual microprocessor Digital Rainbow to the highly advanced Digital Professionals, the first personal computers with the ability to perform numerous functions at once, there's a Digital personal computer to suit practically any need.

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Just how big a difference is there between Digital and other personal computer manufacturers?



الراحل من اذن

One final try for captain Johnson

By David Hands
Rugby Correspondent

Steve Johnson, the Leicester captain and former England B flanker, will play his last game for the club in the John Player Cup final against Bristol at Twickenham on Saturday. Johnson, aged 33, has decided to retire, which will give his club one more reason to do well in their last match of the season. Leicester can claim their thirty-fourth win, which would top their previous highest total and if they scored 10 points they would pass 1,000 for the first time. A fourth cup win seems almost inevitable.

After a comprehensive gathering at the annual pre-final encounter at Twickenham's Rose Room yesterday, Leicester sent a large delegation, primarily composed of their promising young forwards: Bristol had Knibbs their 18-year-old centre to represent the players and a clutch of officials the match sponsors had a large (but stuffed) tiger and, with the assistance of Chipperfield Circus, a small (but live) tiger cub and a baby chimpanzee. The Rugby Football Union president-elect and officers were also in attendance, but the happy place second fiddle to the rest of the band.

Bristol, as they have done all season after being drawn away in every round, will travel on Friday and stay overnight at Maidenhead. It has, thus, become a habit; an embellishment has been finding a horse racing connection after calling it a stable en route to West Hartlepool and training at Warrington before their semi-final with Coventry. They are taking into possibilities at Ascot or Epsom this week.

They will be happy to go into the final as underdogs.

In reaching the final they have scored 16 tries, their opponents 19. Both clubs selected late last night, but Bristol must wait to see if Duggan, their full-back, has recovered from pain in the back of the left shoulder, which caused the dislocation of Gillingham (twisted ankle) and Barnwell (groin strain), than with Dodge and Smith, the hamstring victims. Final decisions can be left until final training on Thursday.

Swansea make a Swift switch

Tony Swift, the England wing, plays in the centre for Swansea against Pontypridd in Saturday's Welsh Cup Final in Cardiff. He replaces David Richards, the Wales Captain and club captain.

Mark Davies, the flank forward, takes over the captaincy. Paul Gallacher, aged 21, from Blaina in Gwent, in his first season for Swansea, replaces Swift on the right wing.



Barbarian style: Gerber (left) and Tobias, who have demonstrated that the art of centre three-quarter play is far from dead

Only a handful of teams now committed to 15-man rugby

Back play decline caused by coach's changed role

The inspired inclusion of the two South African three-quarters, Danie Gerber and Errol Tobias, for the Barbarians against Scotland, Cardiff and Swansea demonstrated, at least in the first two games, that the art of centre play is far from dead.

Both Springboks were fortunate that, in all their matches, attack was the watchword of both sides. Consequently, their games were more relaxed and exciting, even if sometimes the basic skills, particularly tackling, were not always in the top drawer. This led to Gerber and Tobias being afforded more space to manoeuvre than they would have enjoyed had they been playing in an international.

Much consternation was expressed after this season's international matches, and the poverty of the back play. It was only in January that England were reputed to have the best three-quarter line for the five nations championship. Yet they managed to score only one try.

I believe that the major cause of the decline in three-quarter play is a gradual change over the past five years in the role of the club coach. The cumbersome merit-table procedures which lead to qualification for

the John Player Cup, have meant that coaches have been more absorbed in organizing their sides to win particular games than in concentrating on the basic skills of forwards and threequarters alike. There is only a handful of sides currently committed to a 15-man approach, and of these Leicester, Bristol and Bath head the list.

Judge Rogers, chairman of the English selectors, has said of Leicester: "Few clubs have learned from their success. A couple of quick, flat passes enable Hare to give his wings, Barnwell and Evans, ample room to move."

In the early 1970s, attacking rugby started with the full back entering the line to make an extra man. This is now being countered to some extent by the opposition threequarters adopting a "drift defence". Instead of marking man for man, he opposition's stand of shuffles across to take the first centre. In turn, the first centre takes the second centre, and so on, with the result that the full back no longer finds he has been able to make that crucial overlap.

Defences adopting the drift method have been vulnerable to attack around their stand-off. In order to overcome that particular problem, back row forwards

Derek Wyatt

have changed their angle of running. Thus, apparently - so the story goes - scoring tries from set pieces have become almost impossible. This theory is turned on its head when one realizes that England's try against Wales at Cardiff this year came from such a position and, what is more, involved the timely intervention in the line of the full back, Dusty Hare.

Mike Gibson, the doyen of centres, was a regular visitor to the athletic track in and out of season. I doubt if more than a handful of backs in Britain currently emulate the old master. Speed, too, requires consistent track practice. This, coupled with alignment and passing routines, would soon restore our faith in back play.

In the final analysis, however, it is not just a question of practice, but of attitude of mind. International rugby only mirrors what is underneath it. I would contend that few coaches at the moment have a sufficient appreciation of the potential of 15-side rugby. This, at a time when there have never been so many qualified Rugby Football Union coaches, is slightly worrying for the future of the game in England.

The British team's first big effort of the season will be in their own official Nations Cup meeting at Twickenham from May 27 to 30.

TABLE TENNIS

Douglas ranked seventh in world

By a Special Correspondent

Desmond Douglas has been elevated to No. 7 in his highest world ranking in the latest International Table Tennis Federation classification list. The seedings for the world championships, which start in Tokyo on Thursday, have been taken directly from the list which means that the England No. 1 has his best chance of reaching the quarter-finals for the first time.

Four Chinese players, one Japanese - the former world champion, Seiji Ono - and one Swede - the European champion, Mikael Bergqvist - are now the only players above Douglas and of those he has usually been able to get the better of Ono. He is above two other former world champions, Istvan Jonyer, of Hungary, and Svenn Munkvold, of Norway, who have moved up to positions of ninth and tenth respectively.

Wadkins, aged 33, a Virginian who started his golf career on a sports scholarship at Wake Forest University in North Carolina, also the alma mater of the young Arnold Palmer, had a distinguished amateur career which culminated in appearances in the Walker Cup matches of 1969 and 1971. After turning professional in 1971 he played in the Ryder Cup teams of 1977 and 1979, but missed the encounter at Walton Heath in 1981.

The 70 points he earned in the European Tour Top 25 event at Cleveland in February.

All this is reward for success with quicksilver reflexes, sometimes described as the quickest in the world. Douglas won the Lambeth and Butler invitation tournaments for the second year in succession at Wembley in November, maintained his record as the leading player in the most popularly favoured German Bundesliga, and finished second in the European Tour Top 25 event at Cleveland in February.

The Birmingham left-hander now has to realize that there are no days off in Tokyo, especially if he is to record in the East as he did in the West.

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In the final analysis, however, it is not just a question of practice, but of attitude of mind. International rugby only mirrors what is underneath it. I would contend that few coaches at the moment have a sufficient appreciation of the potential of 15-side rugby. This, at a time when there have never been so many qualified Rugby Football Union coaches, is slightly worrying for the future of the game in England.

The British team's first big effort of the season will be in their own official Nations Cup meeting at Twickenham from May 27 to 30.

GOLF

Wadkins is back in Ryder Cup team after repeat victory

From John Ballantine, Caribbean

Lanny Wadkins just held off a fierce charge by Raymond Floyd to keep his Tournament of Champions title on Sunday and then spoke of how delighted he was to be in the Ryder Cup team again to the matches against Europe at the PGA headquarters in Palm Beach Gardens, Florida on October 14 to 16.

"It's going to be a lot of fun and I'm delighted to be back," said Wadkins, echoing the sentiments of most United States professionals who relish playing for their country rather than themselves in this most international of sporting events.

Wadkins, aged 33, a Virginian who started his golf career on a sports scholarship at Wake Forest University in North Carolina, also the alma mater of the young Arnold Palmer, had a distinguished amateur career which culminated in appearances in the Walker Cup matches of 1969 and 1971. After turning professional in 1971 he played in the Ryder Cup teams of 1977 and 1979, but missed the encounter at Walton Heath in 1981.

The 70 points he earned in the European Tour Top 25 event at Cleveland in February.

All this is reward for success with quicksilver reflexes, sometimes described as the quickest in the world. Douglas won the Lambeth and Butler invitation tournaments for the second year in succession at Wembley in November, maintained his record as the leading player in the most popularly favoured German Bundesliga, and finished second in the European Tour Top 25 event at Cleveland in February.

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Wadkins out in front

new Nicklaus, dropped three strokes on the home nine to finish fourth.

LEADING SCORES (US dollars earned): 285 L. Wadkins, 97, 70, 71, 72, 285; R. Floyd, 92, 72, 69, 282; J. Nelson, 70, 70, 65, 233; H. Palmer, 90, 70, 72, 74, 230; J. Cramer, 69, 73, 70, 72, 228; P. Grier, 73, 72, 73, 72, 218; D. Tamm, 70, 68, 77, 73, 214; F. Merriweather, 70, 68, 77, 73, 214.

● The LPGA tournament at St Petersburg, Florida, was won by Hollis Stacy, whose 72 gave her an 11-under-par total of 277, and a first prize of \$22,500 (£14,500), for a victory by six shots over Patty Sheehan and Deedee Lester.

LEADING SCORES (US dollars earned): 277-14 S. Stacey, 70, 68, 72, 282; P. Sheehan, 72, 70, 74, 70, 281; D. Lester, 69, 72, 71, 70, 280; J. Williams, 70, 70, 72, 73, 279; A. Merriweather, 70, 70, 72, 73, 278; J. Stephenson (Aus), 69, 73, 70, 72, 276; P. Grier, 73, 72, 73, 72, 274; D. Tamm, 70, 68, 77, 73, 274; F. Merriweather, 70, 68, 77, 73, 274.

ATHLETICS

Ovett runs a mile

Steve Ovett is set to run his first mile race for England for two years in a four-sided international, sponsored by U.S. tire makers Ltd, at Alexandra Stadium, Birmingham, on July 1.

Ovett, the world 1500 metres record holder, showed he is ready to re-establish himself after a season of illness and injury, when he came second in a 10 kilometres road race in Oslo on Sunday.

His previous mile race in England outside was at Gateshead in June, 1981, and he last competed at this distance in Sydney, Australia, in October of last year.

England's opponents in a track match will be Poland, Austria and Belgium. There will also be a full match of field events between England and Poland.

TOMORROW

David Miller reports from Cape Town. He has watched and spoken to the outstanding South African athletes and puts their performances in international perspective.

1980	High	Low	Win	Draw	Loss	Total	1980	High	Low	Win	Draw	Loss	Total	1980	High	Low	Win	Loss	Draw	Total	1980	High	Low	Win	Loss	Draw	Total
	Win	Draw	Loss	Win	Draw	Loss		Win	Draw	Loss	Win	Draw	Loss		Win	Draw	Loss	Win	Draw	Loss		Win	Draw	Loss	Win	Draw	Loss
Authorized Unit Trusts							1980	High	Low	Win	Draw	Loss	Total	1980	High	Low	Win	Draw	Loss	Total	1980	High	Low	Win	Loss	Draw	Total
Albert Dreyfus Management							1980	High	Low	Win	Draw	Loss	Total	1980	High	Low	Win	Draw	Loss	Total	1980	High	Low	Win	Loss	Draw	Total
Alfred Holt & Co							1980	High	Low	Win	Draw	Loss	Total	1980	High	Low	Win	Draw	Loss	Total	1980	High	Low	Win	Loss	Draw	Total
Amidon & Co							1980	High	Low	Win	Draw	Loss	Total	1980	High	Low	Win	Draw	Loss	Total	1980	High	Low	Win	Loss	Draw	Total
Anderson & Co							1980	High	Low	Win	Draw	Loss	Total	1980	High	Low	Win	Draw	Loss	Total	1980	High	Low	Win	Loss	Draw	Total
Anglo-American							1980	High	Low	Win	Draw	Loss	Total	1980	High	Low	Win	Draw	Loss	Total	1980	High	Low	Win	Loss	Draw	Total
Anglo-Dutch							1980	High	Low	Win	Draw	Loss	Total	1980	High	Low	Win	Draw	Loss	Total	1980	High	Low	Win	Loss	Draw	Total
Anglo-Gulf							1980	High	Low	Win	Draw	Loss	Total	1980	High	Low	Win	Draw	Loss	Total	1980	High	Low				

RACING

Flamenco dances into the 1,000 Guineas picture

By John Karter

There is an all-too-familiar tinge like look about the way jockeys have been treating Thursday's 1,000 Guineas as a two-horse race between the French filly, Ma Jolie, and the Newmarket-trained favourite, the principals in last year's Cheveley Park Stakes, and both convincing winners of their sires this month. True, their form is there for all to see, but the fact that four of the last six winners of the season's first classic have started at 3-1, 12-1, 35-1 and 16-1 seems to have been forgotten.

Certainly the message to be learned from these results seems to be as with racing in general - that pays to look beyond the obvious, giving the 19 declared for the 1,000 Guineas at yesterday's four-day race was a surprise packet in the shape of Ian Balding's filly, Flamenco, who could lead them all.

The winning continues to play hard to win. Yesterday's meeting at Southwell and today's at Nottingham have been called off because of waterlogging and there is a 7.30 inspection at Plumpton. Even worse, though, the excellent card at Ascot tomorrow is in serious doubt.

An S.O. inspection this morning will decide, but Nicholas Beaumont, the clerk of the course, said yesterday:

"We had 0.6 in of rain last night and hopes of racing must be slim.

If the meeting does go ahead there will be only five races instead of the case of 10, so many must be unrunnable.

The Garter Stakes will be cancelled. The Autocrat Victoria Cup will be run on the round course, with a safety limit of 16 instead of 31, and the last race, the Chobham Apprentice Stakes, will be brought forward half an hour.

Jeremy Tree has made an unusually fast break from the start this morning and may well be in an Oaks type, she must be regarded as excellent value at round 25-1.

The other interesting develop-



Jeremy Tree: fancied runners at Bath and Thirsk

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